

After the annual reshuffle and the crisis of the Lawson resignation comes another change in the team

Fowler's departure will not affect balance of Cabinet

By Philip Webster, Chief Political Correspondent

The Prime Minister told the Cabinet on July 27, in the wake of her traumatic annual reshuffle, that the team she had assembled that week was the one she wanted to fight the next general election.

However, in the six months since then, she has been forced to appoint new faces to the positions of Foreign Secretary, Home Secretary, Chancellor of the Exchequer and Chief Whip - and, with Norman Fowler's surprise resignation yesterday, a new Secretary of State for Employment.

Mr Fowler's departure is not a political hammer blow to Mrs Thatcher. He has been one of her most loyal supporters and left without acrimony. He is unlikely to kick over the traces on the backbenches.

However, it is an embarrassment, nevertheless, adding to the impression of untidiness created by her forced and unforced rearrangements of her team in recent months.

Her July 27 pep talk was made necessary by the furor

surrounding that reshuffle, with Sir Geoffrey Howe being moved against his will from the Foreign Office, the disclosure that he had been offered Mr Douglas Hurd's job as Home Secretary, and the unseemly dispute over houses.

She told her ministers, including Mr Fowler, that she hoped they would be staying where they were until the next election. She thus gave Mr Lawson the assurance that he could stay to complete an unprecedented two terms as Chancellor if he wished.

As it turned out, he did not. His resignation on October 26 over the role of the Prime Minister's adviser, Sir Alan Walters, led to one of the biggest crises of Mrs Thatcher's premiership.

Mr John Major moved to become Chancellor, Mr Hurd to Foreign Secretary and Mr David Waddington to Home Secretary. But the Government has recovered well from Mr Lawson's departure. In the view of many Conservative MPs that reshuffle served to

improve the Government, with Mr Hurd performing like the natural Foreign Secretary everyone expected him to be. Mr Major far more at home in the Treasury than in his brief spell at the Foreign Office and Mr Waddington starting well at the Home Office.

Things were at last settling down. Although he timed his departure to cause the least difficulty for her, Mrs Thatcher will have regretted the further disruption.

Mr Fowler admitted last night that he had first told Mrs Thatcher of his intention to go in July. Friends said last night that he had hoped for more from the July reshuffle.

Mr Fowler was a strong parliamentary performer and was always one of the best received of all Cabinet ministers at the Tory Party Conference.

His departure does not change the balance of the Cabinet. Mr Michael Howard's promotion is reward for his skilful handling of a series of difficult briefs.



New posts (from left): Mr Michael Howard, employment secretary, Mr Michael Spicer, environment minister, Mr Tony Baldry, energy under-secretary.

Mr Michael Howard, successor to Mr Norman Fowler as Secretary of State for Employment, is the man who helped to mastermind privatization of the water industry. As Minister of State at the Department of the Environment, Mr Howard, aged 48, steered the Bill through Parliament.

He entered Parliament as MP for Folkestone and Hythe in 1983, having been appointed QC on becoming a junior Counsel to the Crown in 1980. Mr Howard was born in Llanelli, south Wales, and was educated at Llanelli Grammar School and Peterhouse, Cambridge.

Mr Tony Baldry, a barrister and director of a publishing company, joins the Government as Under-Secretary for Energy, having entered Parliament as MP for Banbury in 1983 (Michael Horne writes). He is passionately pro-European.

Mr Baldry, aged 39, first came to prominence when he successfully led a Conservative students' legal battle in 1971 to prevent the students' union at Sussex University from making a £500 gift to help Bangladesh refugees. He was a personal aide to Mrs Thatcher during the October 1974 election and went on to work in the

Leader of the Opposition's office before unsuccessfully contesting Throck in 1979.

He is a former Parliamentary Private Secretary to the Minister of State for Foreign and Commonwealth Affairs, to the Lord Privy Seal and to the Leader of the House, and is a member of the Bow Group.

Mr Michael Spicer first made his mark in politics when he became chairman of Peas, a Tory group dedicated to ending "the pull of the old school tie", while reading economics at Emmanuel College, Cambridge.

As Minister of State for the

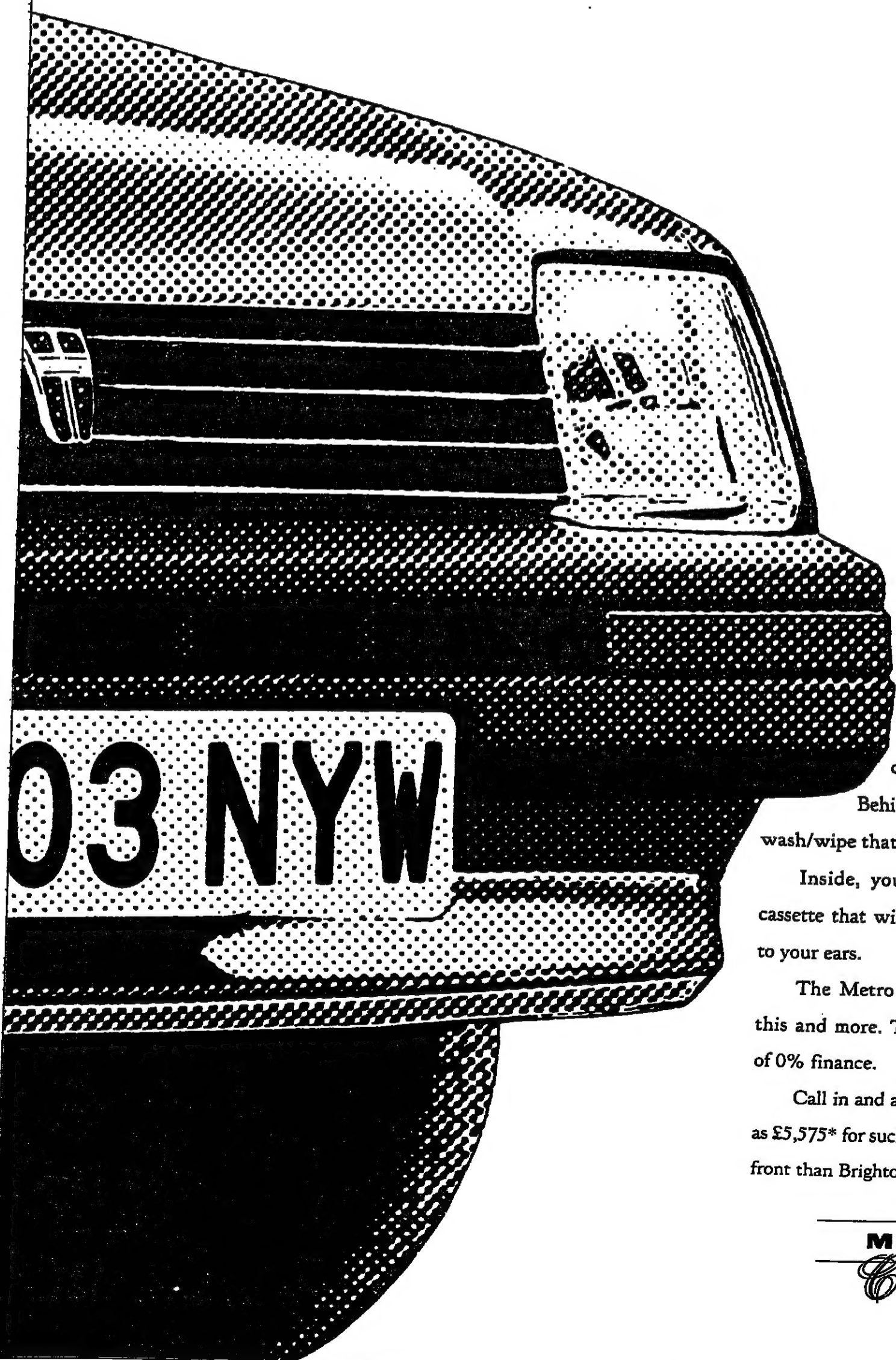
Environment he will be given the opportunity to expand his egalitarian wings. Mr Spicer entered Parliament for South Worcestershire in 1974.

In 1979 he became Parliamentary Private Secretary to the Minister for Consumer Affairs and in 1981 was appointed vice-chairman of the Conservative Party. In 1983 he joined Mr Ian Gow as PPS to the Prime Minister.

In 1984 he became Under-Secretary of State for Transport and three years later Under-Secretary of State for Energy.

Howard profile, page 11

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NEWS ROUNDUP

Lockerbie victims lose court claim

Pan Am has won the first round of what could be a long and protracted legal battle over compensation claims from victims of the Lockerbie disaster (Harvey Elliott writes). An American judge ruled yesterday that the airline could not be made subject to punitive damages under the Warsaw Convention. The convention limits an airline's liability in international disasters to \$75,000 (about £45,500) a plaintiff.

However, the limit can be lifted if lawyers can prove "wilful misconduct" on the part of the airline.

Plaintiffs' lawyers had been optimistic that they could get the ceiling lifted because Pan Am did not notify the passengers that the State Department had received a bomb threat regarding Flight 103 two weeks before the crash.

Judge Thomas Platt ruled that the convention limits did apply, meaning that Pan Am could not be shown to have acted in such a wilful manner that they should be effectively fined on top of the normal compensation they will have eventually to pay. Pan Am had argued that it was prohibited by the US Government from notifying the passengers of the bomb threat.

Diseased cattle sold

Meat from cattle infected with the "mad-cow disease" may still be reaching supermarkets and butchers as unscrupulous farmers run the risk of heavy fines to sell diseased animals at market (Richard Duce writes). The National Farmers' Union admitted that livestock could be going for slaughter while farmers suspected their cattle was infected with bovine spongiform encephalopathy. North Yorkshire trading standards officers have found seven such cases.

McNab fights for lead

Colin McNab, the Dundee chess master, is battling for the lead in his seventh-round game of the Challengers' section of the Foreign and Colonial Chess Tournament at Hastings (Raymond Keene writes). McNab, who scored a tremendous 5½ points from the first six games, faced Joseph Gallagher, of Wimbledon, yesterday. After five hours and a fierce struggle, McNab was fighting desperately to stave off a loss and preserve his tournament lead.

Soldier hurt by bomb

A part-time member of the Ulster Defence Regiment was undergoing surgery for leg injuries last night after being severely injured in an IRA car bomb (Edward Gorman writes). Police said two other people sitting in a parked car in Magherafelt were taken to hospital, one with minor injuries, the other suffering shock. The soldier, aged 33, is married and has two children. He works for the local council. He is the second victim of terrorism in the province this year.

Tree protest fails

Protesters have failed to stop 92 trees being felled in the New Forest (Suzy Price writes). About 30 wildlife lovers surrounded the birch and pine trees on common land near Fordingbridge, Hampshire, on Tuesday in a bid to halt the work. Half of them returned yesterday but were warned by police to keep away from the site. Mr Sidney Deedman, a retired businessman, was granted a licence to fell the trees which he claimed blocked the view from his home. The campaigners, led by Miss Freda Williams, who lives next to the site, said that the trees were a beauty spot and a wildlife haven.

Aids research success

A protein molecule has been created in the laboratory that can render the Aids virus non-infectious and so stop it spreading in the body (Pearce Wright writes). The discovery offers a possible treatment for the disease, according to scientists whose findings are published in *Nature* today. The work was carried out by an American research team from the Smith Kline and French Laboratories, Pennsylvania, and the Duke University Medical Centre, North Carolina.

Divided interest risk in council service buy-outs

By David Walker, Public Administration Correspondent

Management buy-outs by council officials may damage the interests of business rate and poll tax payers, the Audit Commission warns in a statement published today.

From the officials' point of view, buying the refuse collection service or the local leisure centre may make financial sense but profits may be made at the expense of the ratepayers. Councils should ensure strict separation between managers contemplating a buy-out and officials drawing up tenders and contracts.

Local services in eight local authorities have been taken over by employees or their managers but the Audit Commission expects the process to accelerate as more councils are

forced to "contract out" their services under new rules. Councils ought to follow certain golden rules, the independent finance watchdog says. The legality of allowing staff to spend time preparing a buy-out is questionable and needs to be closely watched. Councils should guard against undervaluing buildings and vehicles before selling them, the Commission says.

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Call to ban
le-in sales
by agents

By Robt. Venn

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M1 disaster pilot still in hospital one year after plane crash

By Harvey Elliott
Air Correspondent

The captain of the British Midland Boeing 737-400 which crashed on the M1 with the loss of 47 lives is still in Stoke Mandeville Hospital with spinal injuries, a year after the accident.

Captain Kevin Hunt, aged 44, broke his back when the aircraft crashed on to a motorway embankment just short of the runway at East Midlands airport on January 8 last year.

His co-pilot, First Officer David McLelland, aged 40, was also badly injured but has returned to his home in Northern Ireland after several months in hospital. He is still unable to resume his flying duties. Five of the six crew members, three men and three women, are back on limited flying duties. One has since left British Midland. The

airline has offered each of the victims the equivalent of £81,000, the maximum payable under existing laws, in compensation either for their injuries or the loss of a relative, but none has so far accepted the money. Instead, they plan to pursue joint claims in the American courts against the aircraft's manufacturer, Boeing, and the engine makers General Electric and Saecma.

Many accepted an interim payment of £5,000 made soon after the accident to cover their immediate needs.

The action in the US courts is likely to begin once the official accident report, being prepared by the Department of Transport's Accident Investigation Branch at Farnborough, has been published in March or April. Interested parties will be sent draft copies in February and be given one month in

which to comment. It will be followed by a full inquest into the 47 who died. The report will describe how flight BD 092 left Heathrow for Belfast with 117 passengers and one baby on board. As it reached the top of its climb with the engines at maximum 23,500lb thrust the left engine suddenly began to vibrate and the crew smelled smoke.

The engine was shattered by resonance, a particular pitch of vibration which snapped a fan blade and caused enormous internal damage. The pilots believed that the right-hand engine, and not the left, was damaged and shut it down, at the same time throttling back on the left-hand engine as the aircraft began its descent towards its home base.

The report will contain detailed analyses by experts in "human factors" — the psychology of pilots' relationships

with their instruments, with each other and the way in which the human brain reacts to information provided by outside stimuli.

It will also disclose there were indications of a remaining problem with the left-hand engine although the pilots did not react to them because the initial vibration ceased when the right-hand engine was shut down. The left-hand engine finally exploded when they were less than a minute from landing and they had asked for full power to take them over the airfield threshold. By then it was too late to restart the right-hand engine.

Another chapter of the report will study the layout of the instruments on the flight deck, which some airlines had insisted should be changed before they took delivery because they believed them to be too close together. The

vibration indicators especially — one for each engine — are little bigger than a five pence piece and calibrated from 0 to 5.

Work has also been carried out into the survivability of the crash in which 78 people and the baby were injured. The child's mother died.

An outside team of experts, not directly connected with the AAIB and whose comments will appear as an appendix to the main body of the report, believe that had the seats been facing the rear many more would have survived.

Their view is certain to be challenged by the Civil Aviation Authority and the airlines, however, because of the enormous cost involved in making such a change, the fact that rear-facing seats are unpopular with passengers and that the aircraft effectively hit the ground rather than made a heavy landing. After the

East Midlands disaster a number of other airlines also reported an engine break-up when the CFM 56-3C engines, fitted to their Boeing 737-400s, were at maximum power and at a height of 25,000 feet or more.

The CAA therefore ordered all those engines to be kept to a lower thrust setting to prevent the combination of height, power and vibration causing the potentially fatal resonance.

Now, however, they have relaxed the rules and allowed airlines operating the 737-400 to use the engines at maximum thrust on take-off and up to 10,000 feet.

Despite the accident there has been no loss of confidence among passengers in BMA. Before the crash it had flown 460,000 passengers on the route in the previous year; that has since grown by about 10 per cent to 513,000.

MP's lover denies demanding £20,000 for return of tapes

By David Sapeid

The former mistress of Ron Brown, the Labour MP, yesterday denied that she had demanded £20,000 from him for the return of "politically sensitive" tapes.

Mrs Nona Longden told Lower Court: "I could not possibly have demanded there weren't any tapes."

Mr Edward Rees, counsel for Mr Brown, had suggested to Mrs Longden that she had first demanded £20,000 and then £10,000, for the return of the tapes as a "settlement" at the end of the three-year affair.

The demands were said to have been made when Mr Brown, aged 49, MP for Edinburgh, Leith, called at Mrs Longden's flat in St Leonards, East Sussex, last April.

Mr Brown is said to have caused almost £800 damage to the flat that night, by smashing windows, mirrors and glassware. He is also accused of stealing Mrs Longden's underwear, jewellery and a picture frame. He denies the charges.

The jury was played a tape recording of the police interview with Mr Brown a few hours after the flat was damaged. In it, the MP claimed Mrs Longden's new boy friend, Mr Dermot Redmond, had attacked him and caused the damage as "harm" rained around me.

He said he had gone to the flat to recover keys to his Westminster office and other personal possessions after the end of the affair, but Mrs Longden had initially refused to hand them over.

"She disappeared. I waited and then she turned up with

her new boy friend. They were trying to be heavy. The two of them were threatening physical force," Mr Brown said.

"I got the keys off her. Her boy friend started being abusive. Doing all sorts of things. Throwing things. He knocked my glasses off."

"All I did was lie on the bed and wasn't getting up. I am much shorter than he is anyway. I was stunned with all this chaos. Glass flying. I was just lying there with this guy coming for me. I was still looking, at the bitter end, for my glasses with all this chaos around me."

"The guy in question was clearly very outraged and wanted to have a go at me. The guy was nasty; the whole situation was nasty. I was trying to escape. I even went to the toilet to escape them."

The MP said that the damage to the flat had been caused by Mr Redmond throwing things at him. He denied that he had had much to drink.

Earlier, Mrs Longden had denied Mr Rees's suggestion that she had stuffed two pairs of her knickers into his raincoat pocket as padding for a tape recorder she was returning. She also denied giving him a picture of herself.

Mr Rees suggested that Mr Redmond had interrupted Mrs Longden's private conversation with the MP. "He saw the underwear in Mr Brown's pocket and that inflamed him," Mr Rees said. "I suggest he became hysterical and he started throwing and smashing things. I suggest he threw a blow at Mr Brown."

Mrs Longden replied: "You

can suggest what you like but the answer is absolutely no." She insisted it was the MP, not Mr Redmond, who had "demolished" her home.

She accepted that she had financial problems after the affair with Mr Brown ended last March and that, a year earlier, she had sent domestic bills amounting to more than £2,000 to the MP's solicitor but they had, in fact, been settled.

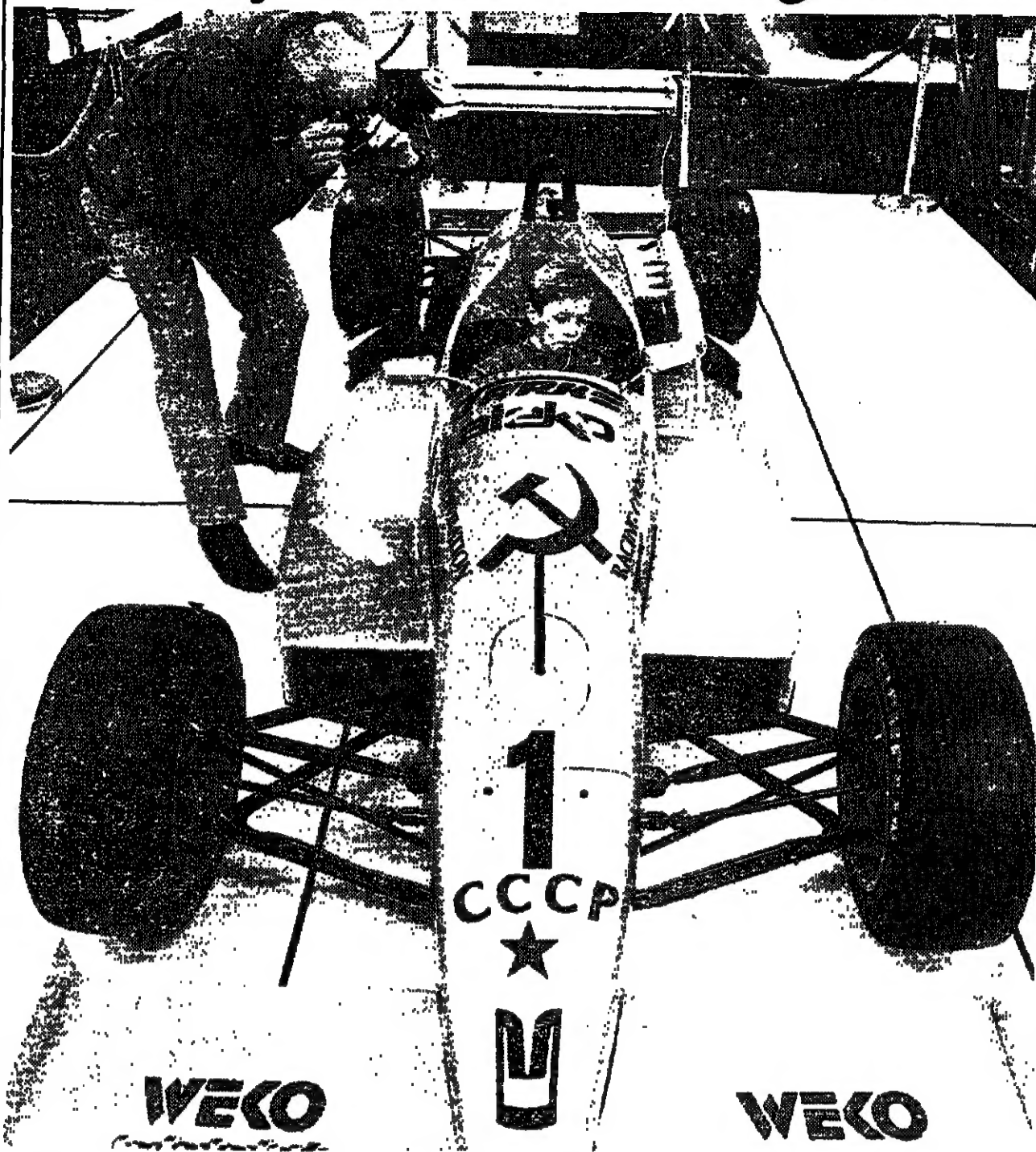
Mr Redmond, a broker of Oriental carpets, admitted under cross-examination that he had received a three-year prison sentence 10 years ago for theft. He agreed he had staged a £20,000 "rip off" of customers who sent him money for carpets which he had not bought. He had been declared bankrupt, although this had now been discharged.

He denied Mr Rees's suggestion that he had "completely lost control of himself" and had broken up the flat because Mr Brown had visited Mrs Longden. It was Mr Brown who had caused the devastation, he said.

Woman Police Constable Christine Johnson, who had been called to the flat by Mr Redmond, told the court she and another officer had approached Mr Brown at Warrior Square station. She said Mr Brown produced the picture of Mrs Longden as a baby and asked: "Can I keep this?"

She said the MP's breath smelled of alcohol and his eyes were slightly glazed, although he told police that the only "real drink" he had had was wine in Mrs Longden's flat. The case continues today.

Kent boy takes Soviet racing car seat



Ian Jackson, aged nine, of Bromley, Kent, getting the feel of the first Soviet-made Formula 3 racing car which was on display at the Racing Car Show, Olympia, west London, yesterday. The Turk-Moskvich F3, powered by a works Moskvich engine, will be driven by Viktor Kosanov in this year's German Formula 3 championship. Preview, page 38

Pickles under fire for jailing mother

By Quentin Cowdry
and Peter Davenport

Penal reformers joined Labour MPs yesterday in criticising as "heavy handed" a judge's decision to send a teenage mother to prison for six months for helping shoplifters.

Yesterday Miss Tracey Scott, aged 19, from Huddersfield, West Yorkshire, was remanded with her 10-week-old child, Anisha, in Styal Prison, Cheshire, which has a special unit for mothers with babies.

Miss Vivien Stern, director of the National Association for the Care and Resettlement of Offenders, said she was appalled by the sentence, passed by Judge Pickles at Wakefield Crown Court on Tuesday, and said the affair highlighted the problem of British courts over-using penal sanctions.

She said: "For a first offender like this I would have thought the whole experience of being convicted would have been salutary enough. The judge should have opted for a non-custodial sentence, perhaps with some element of reparation to the community."

The decision was also attacked by the Prison Reform Trust and Mr Barry Sheerman, a Labour home affairs spokesman, who is pressing the Lord Chancellor to examine the record of Judge Pickles.

Miss Scott's mother, Mrs Marjorie Sylvester said: "Judge Pickles can have no compassion."

The judge was refusing to comment on the case yesterday but his wife, Sheila, said her husband had given it the closest consideration.

She said: "I know he did everything he could to help her and if it had been another judge the case would not have got all this attention."

Miss Scott's solicitor, Mr Kenneth Green said his client was appealing and he had asked for bail pending the hearing.

Miss Scott was sent to prison after admitting 10 charges of theft at the store where she worked as a check-out operator. The case had first gone before Judge Pickles in November but he had delayed sentence for inquiries to discover whether she could take her daughter to prison with her.

Last year Judge Pickles prompted protests when he jailed a secretary for contempt of court when she said she was too frightened to give evidence against a man accused of assaulting her.

PORTFOLIO PLATINUM

Two share £2,000

Two people shared yesterday's £2,000 prize in the Portfolio Platinum competition.

Mr Peter Osborne, aged 59, a retired chemist, of Leeds, said: "I was surprised and delighted by this sudden windfall and might take a holiday in Hawaii."

Mrs Kathleen Viccars, a retired nurse, of Bozart, Northamptonshire, said her win was a wonderful start to the New Year.

Mrs Viccars has played the competition since it started. She plans to use some of the money to help her family.

Call to ban tie-in sales by agents

By Robin Young

Estate agents should be banned from selling financial services to home buyers, the Law Society says.

In its response to a consultation document on estate agency, issued by Sir Gordon Borrie, Director General of Fair Trading, the society supports Sir Gordon in his recommendations to curb unethical activities among estate agents.

However, it expresses most concern on "tie-in" sales in which, it says, estate agencies can use their role in property transfer to sell their own companies' financial products.

The society's memorandum says that in almost one-in-seven cases involving estate agencies of which it has been notified, inappropriate advice was given to borrowers and in some cases the wrong type of mortgage was given.

Almost 7 per cent of its notified cases involving estate agents concerned "churning", in which clients were persuaded to surrender an existing endowment policy unnecessarily and to buy a new one.

As a result, clients lose premiums paid on the old policy and obtain a less favourable surrender value.

● The Solicitors Property Group, formerly the National Association of Solicitor Property Centres, announced yesterday that its 300 members are now linked by a communications network which extends to Europe.

Grocer is beaten by uneven struggle

By Mark Souster

For Mr John Leach, a grocer, the uniform business rate announced on Tuesday was "the straw that broke the camel's back".

At the age of 62, he is taking early retirement; he has decided to sell up and leave the trade, unable and unwilling to continue the uneven struggle to make a decent living from a business which his father started in Richmond upon Thames 98 years ago.

Overnight the rate bill on his shop has risen by 130 per cent. He has to find an extra £2,200 a year. Every £5 on his rates means he has to sell another £100 worth of goods. To remain competitive he cannot raise prices. The sums no longer add up.

His story is one which the National Chamber of Trade says will be repeated countless times in the next five years. It believes that 15,000 small businesses, mainly in the

Uniform business rate

Grocer is beaten by uneven struggle

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South and South-east will close. The Forum of Private Business is more gloomy, predicting 40,000 small firms driven out of business.

Mr Bernard Tennant, director general of the National Chamber of Trade, which represents 150,000 small businesses said: "The prognosis for 1990 and beyond is very,

● 99 per cent of businesses will be appealing ●

very dismal indeed." Last year the chamber launched Operation Revaluation to educate members about the implications of the impending changes, urging them not to accept "arbitrary" rises. It also wants the Government to shield small businesses in England and Wales from the initial ravages of the new rate with direct financial support.

The Retail Forum, which represents 95 per cent of British businesses, large and small, claims "that not less than 99 per cent will appeal" against the new rates, including those who have benefited.

Mr James May, its secretary, lays much of the blame on successive governments, who, for political expediency, have failed to implement five-year rate reviews since 1973.

As a result the impact of the new rate, combined with high interest rates and a downturn in consumer spending spells disaster for many, he says.

Another area expected to suffer is commercial property, with developers finding it increasingly difficult to rent under space in shopping centres. ● Harrods, which faces new rates of £8.3 million a year, could at least take comfort in a successful start to the winter sale with crowds larger and

more eager than they have been for years (Robin Young writes).

The countdown to opening time at the stroke of 9am was performed jointly by the Harrods chairman, Mr Mohamed Al Fayed, and the Neighbours actor and pop star, Jason Donovan.

The first bargain to go was a Sony 25in television, reduced from £549 to £99. About a dozen men made a race for it.

The winner, by a late lunge and in little more than 10 seconds, was Mr Andrew Arends.

Later, still panting, he said: "I am the acquisitions manager for Lord Hanson. I spend my life chasing bargains. The others really did not have a chance."

There were no immediate takers, though, for a ladies' Elbel watch decorated with a stream of diamonds (down from £250,000 to £200,000).

State for Scotland, has said that rate poundages will no longer be set by individual local authorities. He has also said that £250 million will be injected into the rating system in the next five years to help bring Scotland into line.

Mr Ken Smith, assistant director of the CBI in Scotland, said yesterday: "Having pushed the Scottish Office very hard, we welcome this, but the bad news is it is going to take five years."

BMA fight to curb 'autocratic power'

By Jill Sherman, Social Services Correspondent

The British Medical Association is urgently pressing for amendments in the National Health Service Bill to curb the "autocratic powers" of the Secretary of State for Health.

In a new phase of its campaign against the reforms, the BMA will lobby MPs to secure changes to the Bill, which seeks to introduce self-governing hospitals and give family doctors practice budgets and drug budgets. It is also seeking guarantees that there will be medical representation on health authorities.

Dr John Marks, the BMA chairman, yesterday denied Mr Kenneth Clarke's claims that medical opposition to the reforms was waning. He argued that the Bill as it stands gives the Secretary of State powers "to do anything he wants, any time he wants".

The BMA is supporting amendments tabled by Mr Roger Sims, Conservative MP for Chislehurst, on clauses of the Bill which are expected to be debated in standing committee on Tuesday. They include a call for at least one registered medical general practitioner to be included on every district health authority, and for a regional public health director to sit on every regional health authority.

The BMA council has passed a resolution deploring Mr Clarke's refusal to respond

to criticism or consider any alternative proposals. It also "deplored" the decision to introduce the Bill as an enabling measure, which gave Mr Clarke "autocratic powers to fill in the details later by regulation and to amend them as and when he likes".

● More than £60 million has been allocated to expand the heart and liver transplant programme and other supra-regional health services. Heart transplant centres have been given £12 million — a 33 per cent increase — which will help to fund two new centres, at St George's hospital, London, and the Northern General hospital, Sheffield.

Papworth hospital, Cambridge, which has increased its transplant programme by 93 per cent in the past four years, is to get £2.8 million, and Harefield hospital, Middlesex, gets £5.1 million. The four liver transplant centres are to get £10 million.

Two new services are to be designated as supra-regional or national services. A retinoblastoma service is to be set up at St Bartholomew's hospital, London, and a stereotactic radiosurgery unit at Weston Park hospital, Sheffield.

Retinoblastoma is the most common child eye tumour and stereotactic radiosurgery is a treatment for twisted blood vessels in the brain.

TV sex and violence in focus

By Richard Evans, Media Editor

An investigation into sex and violence on television is to be carried out to see if the BBC is in touch with public attitudes.

Dr Guy Cumberbatch, head of communications research at Aston University, is recruiting five graduates who will watch 3,000 hours of television from about 4,500 different programmes on all four terrestrial channels.

Each programme will be rated in terms of violence and

sex and an analysis forwarded to the BBC by next autumn.

The £70,000 project — which comes only months after a survey which claimed that a quarter of viewers were disgusted every month by something on television — will also examine the portrayal of the disabled, ethnic minorities and women on screen.

● Satellite television programmes account for more than a third of all viewing in homes capable of receiving

them, according to a survey by Continental Research.

The survey of 844 people showed that satellite television takes a 33.8 per cent share of all viewing; independent television, 32.7 per cent; BBC1, 25.7 per cent; BBC2, 4.4 per cent; and Channel 4, 4.1 per cent. Sky Television — which, like Times Newspapers, publishers of The Times and The Sunday Times, is a subsidiary of News International — takes 23.4 per cent.

Botanist endorses a sensitive approach to plants

By Douglas Broom
Education Reporter

Plants are just as sensitive as humans, a leading botanist said yesterday. "When it comes down to it, there is not much that an animal can do that a plant cannot do, except, perhaps, walk around," Professor Malcolm Wilkins, Regius Professor of Botany at Glasgow University, said.

"Some plants can swim. Single cell algae have cilia which they thrash about and move themselves through the water," Professor Wilkins told the Association for Science Education's annual meeting at Lancaster. He said

that his theories were based on established scientific facts. It was just his approach which was different.

Plants could smell, taste, see colours, tell the time, ask for water and count in a way which even computers could not. Others recognized if another plant was a friend or foe.

Turning to herbaceous plants, Professor Wilkins said that they grew better if spoken to.

"It is actually nothing to do with what you say," he said. "Talking to them means you are breathing carbon dioxide on to them and they like that. They may just like the vibrations

caused by your voice, but there is no doubt that it does them good."

Professor Wilkins said that research at Glasgow had shown that trees could ask for a drink. "Water columns" within their trunks emitted a cracking sound when they were running short of water.

"You can pick it up with a sensitive microphone. As you give it water, the plant goes quiet and you can turn the water off." The discovery was already being used to develop an automatic irrigation system.

The Venus flytrap had not only a sense of taste — it would open again if

it trapped anything other than a meaty insect — but it could count, too.

"If you touch one of its sensory hairs once, it will not react. Touch it twice and it snaps shut. The plant is able to count from one to one to two. The most complex computer can only count one and one."

"I do not know that plants have feelings but their surfaces are certainly covered in electrolytes. If you disturb a plant then there are electrical changes which is all that happens on your skin if you tell a lie. In fact, you can use a lie detector to pick it up."

ONE COMPANY STANDS PROUD OF THE TIMESHARE JUNGLE

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Which? report on service station prices

Drivers turn their backs on 27p a gallon petrol savings

By Ruth Gladhill

Motorists could save more than 20p a gallon if they shopped around for their petrol, according to a *Which?* report published today.

More than 130 readers of the Consumers' Association magazine who checked 1,700 service stations near their homes found price differences of up to 27p.

Three-quarters of the volunteers found differences of up to 8p in four-star petrol and about a quarter found differences of 15p to 18p; yet more than 2,300 car owners who completed a questionnaire said they did not shop around for petrol.

Almost nine out of 10 people who used one petrol station regularly did so for convenience, while only 38 per cent chose one because it offered low prices.

Which? says motorists could save £1 a tank if they made the effort to look for cheaper petrol, but it adds: "If you were driving an extra seven or eight miles a week just to reach the bargain, you would burn up all your savings."

However, if drivers are not particularly price-conscious, music fans certainly are,

according to the magazine, which accuses record companies of keeping the price of compact discs artificially high.

Companies talk of falling prices, but have done little to encourage them, even though the cost of making a CD is less than half what it was in 1985, the magazine says.

Full-price pop CDs cost £10 or £11, about £4 more than the equivalent record; yet *Which?* says a CD and box costs only

£1 to make, compared with 70p to 80p for a record.

Over the past five years, only two of the six companies which control more than 70 per cent of the British market have dropped their prices.

Which? says the companies argue that the fact CDs are selling well proves people are satisfied, but the magazine's survey of 2,000 people found that customers were unhappy about the prices.

Which? also criticizes manufacturers who make meaningless "green" claims for their products to attract environment-conscious customers.

One bathroom cleaner had a "no nitrates" label on it; yet it is impossible to buy one which does not contain nitrates. Similarly, *Which?* criticizes companies who label washing-up liquid bottles "phosphate free" when no washing-up in Britain contains phosphates.

The association calls for labels such as "environmentally friendly" to be banned.

The association goes on to attack the system set up to regulate hazardous waste disposal, and calls for the effect of new pollution laws to be

monitored so that tighter controls can be introduced if necessary. Finally, the magazine returns to the techniques used to sell life insurance and finds that salesmen are giving misleading and inaccurate advice to persuade people to take out unsuitable policies.

Two *Which?* investigators who secured jobs anonymously as life insurance sales trainees found "the name of the game was clearly sell, sell, sell".

In another investigation, 12 actors who were recruited to pose as married couples trying to take out a policy were rarely given appropriate advice.

In one case study, a life insurance sales representative telephoned a woman out of the blue, unaware that she was a financial journalist.

He told her he was both tied to a company and an independent financial adviser, which he could not be, and said that if his company did not have a product for her he could look at the rest of the market to find something, which was against the law. When the journalist tried to raise her objections at a second meeting, the representative became uneasy and stopped the interview.

Regional petrol prices

4 star fuel (1st & 2nd week Sept 89)

NORTH	
City	173p to 189p
Town	185p to 190p
Rural	175p to 185p
MIDLANDS	
City	164p to 191p
Town	185p to 191p
Rural	165p to 191p
SOUTH	
City	169p to 190p
Town	170p to 189p
Rural	170p to 189p

Science lesson from top teacher



The Prime Minister discusses the mechanics of a grain hopper with Richard Stobbs, aged nine (left), and Ben Cackett, eight, during a visit to the Science Museum yesterday. She joined children for activities in the museum's Space Pad.

Stress and alcohol illnesses

Counselling lowers costs to industry

By Ronald Faux

Stress and alcohol abuse inflict huge burdens on industry, the British Psychological Society heard yesterday.

Government-funded research by the University of Manchester, Institute of Science and Technology, presented at the society's occupational psychology conference in Bournemouth, suggested an answer to the problems created by stress and drink.

It showed that postal workers in the North who had used a stress counselling service provided by the university had then led healthier, happier lives as a result.

Professor Cary Cooper said the counsellors operating the service had been overwhelmed by postal workers suffering work, marital or drink related stress problems.

"We had full-time counsellors in the North-east and North-west region, and our survey showed that, after counselling, sickness absence fell by half and general anxiety amongst workers by 30 per cent. The lifestyles of employees improved, they smoked less, drank less alcohol, coffee and Coke, took more exercise and learned to relax more."

The financial implications of that improvement, judged from a sample group of 250 postal workers, was that for every 175 employees counselled a financial saving of £100,000 resulted. Professor

Cooper said: "Industry doesn't give a damn where job satisfaction levels or the improvement of mental health are concerned. All they are interested in is the bottom line cost. I hope now they will be interested when this level of saving can be achieved."

The three-year study by UMIST was financed by the Health and Safety Executive. It showed that with fewer young people entering the workforce in future it would become even more important for industrial managers to conserve their human resource and ensure that stress-related problems were not reducing a company's potential.

"There is no doubt that new technology, mergers, reorganization and staff cuts that are common throughout industry produce a level of stress-related illness among workers for which industry will have to pay," he said.

Dr Andy Guppy, of the applied psychology unit, Cranfield Institute of Technology, said drink problems alone cost industry £1.5 billion a year in absenteeism, lateness and poor work performance.

A survey of more than 200 companies in Buckinghamshire by the institute found that half of them had employees with alcohol-related problems yet only one in eight had a formal alcohol policy.

1,000 jobs to go in staff redundancies

Nearly 1,000 workers are to lose their jobs in a series of redundancies announced yesterday.

GEC, the electronics giant, is to cut 700 jobs at one of its subsidiaries because of a reduction in defence spending, the company said.

Posts which become vacant at the GEC Avionics base in Rochester, Kent, over the next two years will not be filled. Union officials at the base, the county's biggest employer, were told the news in a series of meetings with Mr Bill Alexander, managing director, over Christmas.

A company spokesman said: "Because of the general downturn in the defence business, contracts are not coming in as quickly as we would like. There will be no redundancies but we expect to lose 700 out of our 6,000 jobs over the next two years." A high proportion of business was in

defence but the company wanted to build up civil work.

Tektronix, the electronics firm, said work would stop at its Guernsey plant in May with the loss of 220 jobs, about 1 per cent of the island's working population.

All production and marketing facilities on Guernsey will be transferred to The Netherlands in a restructuring of the company's European manufacturing operation. The decision was taken by the parent company in the United States.

Mr Frederick Entzine, operations manager, said Guernsey as a location "did not provide a presence of sufficient strength in the European market".

In Wisbech, Cambridgeshire, 48 jobs are to be lost at CMB Packaging, formerly Metal Box, as part of an investment plan designed to increase efficiency.

Insurance cover urged for dangerous dogs

By Suzy Price

An RSPCA officer has called for the owners of dangerous dogs to be forced to take out an insurance policy after a court was told that a man set his American pit bull terrier on a couple, who suffered deep flesh wounds from the attack.

"It is only right to charge a dog owner with causing grievous bodily harm if their pet attacks someone because the dog is used as a weapon," Mr Frank Milner, an RSPCA chief superintendent, said.

"These dogs are bred for aggression and strength. Some American states have banned

them, although I think this is going too far. There should be an insurance system, as in the US, where people with these kind of dogs have to take out a \$60,000 insurance and if their dog attacks, they can be sued." At Southwark Crown Court on Tuesday, Kenneth Aymer was jailed for six months after ordering his American pit bull terrier to "kill".

Two men are due to appear at Bristol magistrates' court later this month charged with grievous bodily harm after allegedly setting their pit bull terrier on a police officer.

B&Q's Winter D.I.Y. SALE

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Philips PIR 2FL Automatic Floodlight System (excluding bulbs) detects heat and movement from body or car and automatically switches on

Was £49.95 **£29.95**

HARDWARE	SAVE	SALE
Windsor Hardwood Exterior Door 78" x 33" (1981mm x 838mm) WAS £66.99	£7.04	£59.95
Coverity 4 Panel Interior Door 78" x 30" (1981mm x 762mm) WAS £32.05	£6.00	£26.05
Hardwood SA Interior Door 78" x 30" (1981mm x 762mm) WAS £32.05	£7.00	£25.05
Pine Cladding, Tongue and Groove (V jointed) or Dutch Profile 2.4m x 95mm x 9mm (pack of 6) WAS £8.49	£2.50	£5.99
Classic Pre-finished Fire Surround (Self-Assembly), Assembled dimensions, 1080mm high, 1420mm mantel length and 180mm mantel width WAS £99.95	£10.00	£89.95
Abru Blue Seal Ladder with hand rail. Suitable for ceiling height up to 3m WAS £49.99	£5.04	£44.95
Clima 730 Aluminium Extending Ladder 3.1m extends to 5.6m WAS £56.95	£12.00	£44.95

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LIGHTING	SAVE	SALE
B&Q Antigua Ceiling Fan, 36" diameter. With flush mount, brass plated motor and Light Oak woodgrain effect blades (suits a minimum 7'6" high ceiling) WAS £59.95	£10.00	£49.95
B&Q 30095 White Mini Bullet Single Spotlight (also available in Beige) WAS £6.99	£1.00	£5.99
B&Q 30096 White Mini Bullet Double Spotlight (also available in Beige) WAS £13.99	£1.00	£12.99
B&Q 30097 White Mini Bullet Triple Spotlight (also available in Beige) WAS £16.99	£1.00	£15.99
MOTURING	SAVE	SALE
WD40 Handy Size 100ml - for home, car, work or leisure - stops squeaks, starts wet engines, cleans and protects, loosens rusted parts and frees sticky mechanisms SPECIAL PURCHASE		79p
Automax 'G' Telescopic Roof Bar fully adjustable 104cm - 145cm (41" - 58") WAS £4.49	£1.50	£2.99

GARDENING	SAVE	SALE
Pan Products Greenhouse Bubble Insulation Kit with 50 fixing clips, 115" x 26" approx. (suitable for 8' x 6' greenhouse) reduces risk of frost damage WAS £13.99	£2.00	£11.99
Homer 2205 Black Forge 12 Tooth Rake WAS £10.49	£2.50	£7.99
Homer 2206 Black Forge 3 Prong Cultivator WAS £10.49	£2.50	£7.99
Homer 2203 Black Forge Dutch Hoe or 2204 Draw Hoe WAS £10.49	£2.50	£7.99
Homer 4006 Stainless Steel Lawn Edger SPECIAL PURCHASE		£12.99
Erin 465P Electric Propagator for all year round propagation of seeds and cuttings WAS £10.99	£3.00	£7.99
Leylandi Conifer Green or Gold in 9cm Pot, 50cm - 60cm tall SPECIAL PURCHASE		99p

BATHROOMS	SAVE	SALE
Pivot Door and Side Panel with White Frame, Grey Glass and Modesty Panel WAS £209.99	£89.95	£119.95
Gilac Bathroom Cabinet with 3 mirror doors and fitted shelves WAS £28.95	£14.00	£14.95
Maturlin Suite - The Maturlin Suite has a contemporary style and practical design which will transform any bathroom. Available in Misty Grey or Champagne. Comprising basin and pedestal, close coupled w.c. and cistern, 5mm twin grip bath and side panel, toilet seat, chrome finish wastes and taps WAS £289.95	£90.00	£199.95
Pearl Suite with 16 Jet Spa - The Pearl Suite reflects the delicate and distinctive scalloped shape of an oyster shell. Available in Misty Pink, Misty Grey, Melba, Champagne or White. Comprising basin and pedestal, close coupled w.c. and cistern, 5mm twin grip bath with 16 Jet Hydro-Spa air system and side panel, toilet seat, gold effect wastes and taps (illustrated left) WAS £299.95	£200	£99.95

DECORATIVE	SAVE	SALE
Coloroll Futura Luxury Blown Vinyl Wallcoverings (Pat. Nos. 136798, 136712, 136828 or 136804) SPECIAL PURCHASE		£3.99
Coloroll Luxury Blown Vinyl Wallcoverings (Pat. Nos. 700630 or 700654) WAS £6.49 per roll	£1.50	£4.99
Mayfair Pastel Prints Ready Pasted Vinyl Wallcoverings (Pat. Nos. 31127, 31458, 31177 or 31646) WAS £8.99 per roll	£1.00	£7.99
B&Q Monique Ceramic Wall Tiles available in Grey, Sorbet, Peach or White 15cm x 20cm (Box of 10)		
Plain WAS £6.49	£3.00	£3.49
Flower WAS £6.99	£2.50	£4.49
Border WAS £6.99	£2.50	£4.49
Crown One Coat Single Cover Brilliant White Vinyl Matt or Vinyl Silk Emulsion 2.5 litres SPECIAL PURCHASE		£9.99
International Anti-Condensation Brilliant White Paint 750ml WAS £5.99	£1.00	£4.99

SAVE £25

Gainsborough Regent II 7kW Instant Electric Shower with two power settings and numerical temperature indicator

Was £74.95 **£49.95**

POWER TOOLS/HAND TOOLS	SAVE	SALE
Black & Decker BD551 1/4" (10mm) Single Speed Hammer Action Drill WAS £24.95	£2.00	£22.95
Black & Decker BD9018 Cordless Powerdriven Screwdriver WAS £16.95	£2.00	£14.95
Black & Decker BD1402 2 Heat Paintstripper/Heatgun WAS £22.95	£2.00	£20.95
Black & Decker BD1200 Wallpaper Stripper. Steam softens paper allowing it to be scraped away WAS £29.95	£3.00	£26.95
015225 5 Piece Screwdriver Set SPECIAL PURCHASE		£2.99
17334K 10" Vise Wrench Pliers (Locking Wrench) SPECIAL PURCHASE		£2.99
15486K 7" Combination Pliers SPECIAL PURCHASE		£2.99
Pisapluga PK830 Tiling Starter Kit. Comprising tile cut and snapper, tile edge sander, grout spreader, grout finisher, 100 wall tile spacers and adhesive spreader WAS £4.49	£1.00	£3.49
Pisapluga PT1212 Pro-Tiler floor and wall tile cutter WAS £9.99	£2.00	£7.99

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Public's help sought in hunt for Home Counties IRA base

By Stewart Tisdler
Crime Correspondent

Scotland Yard's anti-terrorist branch is searching for an IRA safe house based in a Home Counties town and used by active service units behind the bombing campaign in mainland Britain over the past 18 months.

The Yard and Bedfordshire police issued a public appeal yesterday for help in tracing the house, which could be a flat or small house rented by members of the IRA unit, in the Luton area. The police do not believe that the safe house holds any explosive devices but would have been used as a base.

Luton has a big Irish population. Two

police raids were carried out in the area and in Dunstable before Christmas without results. The police said extensive inquiries suggested that Luton could be used by the active service unit.

Landlords are asked to contact them if they had Irish men or women lodgers or tenants who had disappeared in the Christmas period, leaving behind their belongings, and had not returned. Suspensions may not have been raised until now because of the holiday period.

In December 1988, the Metropolitan Police stumbled on a flat in Clapham, south-west London, which contained 150lb of Semtex high explosive, arms and bombs under construction. Detectives believe the IRA units would not

make the same mistake again of living alongside their caches.

The safe house is likely to have been used as a base from which to plan, recruit or launch attacks. It could provide a wealth of clues such as maps and lists indicating possible targets and fingerprints to identify members of the unit.

Other safe houses have been uncovered in the past, often in areas of cities or towns with big transitory populations where terrorists could hide without drawing too much attention.

In Cheltenham, Gloucestershire, the public was urged yesterday to be on the lookout for possible terrorist activity in the run-up to a Conservative Party conference in March. Assistant Chief

Constable Hubert Reynolds, of the Gloucestershire police, said the force was mounting its biggest-ever security operation to safeguard the public and delegates, which will include the Prime Minister and Cabinet ministers.

There have been no reports of any specific threats to the meeting of the Central Council of Conservative and Unionist Associations. However, Mr Reynolds urged the public to be the "eyes and ears" of the police in reporting anything suspicious in the town.

More than 6,000 leaflets are to be sent to hoteliers, business premises and residents close to the town hall, urging them to be vigilant. Mr Reynolds said: "I in no way wish to overstate the case, but

there is a threat. That threat can so easily be nullified by people in the community thinking differently over the next few weeks, and indicating any suspicious activities straight away."

Mr Reynolds said a top-level security operation would be in force in the streets and premises around the town hall, where the conference will be held, and the Queen's Hotel near-by, which will house delegates. Some police officers might be armed.

Mr Reynolds told a Cheltenham press conference that his force had been in contact with other police forces more accustomed to handling big political conferences.

On March 13 to 15, two weeks before

the conference, Cheltenham hosts the Gold Cup race meeting, which will be attended by thousands of Irish racegoers. Mr Reynolds said Irish people had been attending the meeting for many years and many were well known to local residents.

"The fact that the races are two weeks before the conference means there is no chance we are going to be complacent. We are leaving nothing to chance, checking on places, people and things," he said.

He added he was sure local residents would act sensibly. However, if they saw anything suspicious, they should contact the police immediately. "In two or three months' time it may be too late."

Cardinal launches wide attack on education reforms

By David Tytler, Education Editor

Cardinal Basil Hume called on the Government last night to increase teachers' pay as he launched an attack on its education reforms, from parent power to the national curriculum, and from student loans to regular testing. He said the reforms owed more to politics than genuine educational needs.

The Archbishop of Westminster told an audience of teachers, union officials and education officers: "The pay levels of teachers are too low, administrative burdens too great, the pace of change too hectic and unsettling."

At the North of England Education Conference in Newcastle upon Tyne, he said: "No reform can be successful if imposed unilaterally from above or outside."

Cardinal Hume said he would be more sanguine about the future of education were it not for "the damaging impact of some current attitudes and approaches", and added: "I suspect that the pace and extent of recent changes owe as much to political and social considerations as to purely educational ones."

The Cardinal, a former headmaster of Ampleforth College, York, said: "The contribution of teachers, like that of parents themselves, is irreplaceable and literally priceless. Market values are inadequate as a yardstick to measure the appropriate reward for teachers... The teacher is the key to any educational reform and progress." He accepted

that schools should work efficiently and give value for money but was highly critical of changes which set schools in competition with each other. "I believe that the fostering of competition among schools and the introduction of commercial concepts is an undesirable and dangerous development."

"We need to be aware that competitive markets always create losers, and as a society we cannot afford to allow any schools which meet a local need to lose out. If we do, we are damaging the pupils at those schools, the education they should have and which it is within our power to provide."

He said: "Pressures in schools created by the demands of examinations, the new National Curriculum and the regular testing of pupils encourages the tendency to place increasing emphasis on

certain kinds of learning and the acquisition of specific skills. It can deaden creativity, neglect human and affective growth and lead to a somewhat lopsided education effort. That kind of distortion does not show up in examination results; its effects are felt later in emotional and spiritual deprivation and sometimes in anti-social behaviour."

Cardinal Hume, who has only just accepted the wishes of parents at a school in his diocese to opt out of local authority control, said teachers relied on the support of parents, adding: "What takes place in the home is vital and far outweighs in importance the growing power of parents in the running of the school."

The partnership between parents, school and community was "unique and must be safeguarded from the disruption that arises when one of these parties arrogates power to itself."

He said he recognized that the Government was making considerable efforts to extend and improve the quality of training available for 16 to 18-year-olds, but said: "I believe it is vital that both the non-academic and the academic students should stay on after 16... whatever their ability or social circumstances."

Mr John MacGregor, Secretary of State for Education and Science, will defend the reforms when he addresses the conference tomorrow.

Leading article, page 13



Cardinal Hume: "The pace of change is too unsettling."

Labour calls for teacher inquiry

By Douglas Brown and Richard Ford

The Labour Party called on the Government yesterday to set up an independent inquiry into teacher shortages after publishing figures which suggested that 12,700 teachers had resigned their posts in the four months to Christmas.

The estimate was based on a telephone survey by party officials. Although they admitted privately it was far from perfect, they said the Government had no official figures to contradict its findings.

In a letter to Mr John MacGregor, Secretary of State for Education and Science, Mr Jack Straw, Labour's education spokesman, said the Government's latest figures on teacher supply were 12 months out of date.

"The present lack of reliable and up-to-date information is seriously hampering informed policy debate on teacher shortages," he said. He urged the minister to set up an inquiry to be overseen by the Royal Statistical Society to establish the true position.

Although the Labour figures attempt to show the number of teachers handing in their notice in the autumn term, they give no clue as to how many of them were leaving the profession rather than moving to other teaching jobs.

Mr Straw's allegations provoked an uncharacteristically angry response from Mr MacGregor, who described the Labour survey as "inaccurate" and accused Labour of "scaresonging".

The number of teachers leaving the profession had remained steady at about 4,000 a year, or 1 per cent of the workforce, for many years and Labour had produced no figures to show that the situation was getting worse.

The Universities Funding Council set out yesterday its "price list" for degree courses in the 1990s. Under new legislation, universities will have to bid for a share of government funding. Allocations will be made to the bidders offering the lowest realistic cost per student.

The council published yesterday the "guide prices" against which bids will be judged, ranging from £2,200 a year a student for politics, law and social studies to £9,400 for clinical dentistry.

Bids above the guide price will be ignored but universities that bid well below will have to show that teaching quality will not be affected.

Funding for research will continue to be provided on a block grant basis, but the council hopes the system will enable universities to meet a Government target of a 10 per cent increase in students by 1992 without adding to costs.

Racism 'is still rife in schools'

By Our Education Reporter

Racial discrimination and intolerance are rife in Manchester schools more than three years after the playground murder of an Asian boy aged 13, a Conservative leader said yesterday.

Mr John Kershaw, deputy leader of the Tory group on Manchester City Council, blamed the controlling left-wing Labour group for refusing to support schools which tried to tackle pupil violence.

An inquiry team, set up by the city council to look into the stabbing of Ahmed Ullah at Burnage High School in 1986, published the full text of its report yesterday in spite of warnings from the city council and the Government that the report was libellous.

Mr Kershaw, who was a governor of Burnage High School at the time of the killing, said the report was "biased and left-wing". He called for a judicial inquiry into racial violence.

He said the report went further than the city council and called for "even more extreme" anti-racist policies. Their policies had been "an unmitigated disaster, making race relations worse".

The council's refusal to allow head teachers to expel pupils meant there were "a great many violent teenagers still in Manchester schools".

Some countries were likely to be tempted to step in to help certain sectors, but if that happened to any extent it would negate the programme.

It was clear that full and fair competition did not exist in agriculture, he said. There was no single market in the EC because of the "green" currency system, and the EC market was effectively isolated from the world market because of its tariffs, import levies and quotas.

Producers in different member states were subject to different sets of rules. Certain markets such as those for milk and sugar were effectively confined to existing producers because of quota systems.

"Because of intervention systems and other market price support systems, something close to a price cartel operates," he said. "Market prices are not doing their job of bringing producers and consumers together."

The splendid provisions in the Treaty of Rome, which prohibit price

cartels, market-sharing arrangements and abuses of market-dominant positions, lose some teeth of their force once they come within hailing distance of the farm gate."

Sir Leon acknowledged that the agricultural market did not fit neatly into its own device because the result would be severe shortages alternating with surpluses. However, accepting that government had some role in markets was far from accepting that such rules should ignore all the basic principles of competition.

There were other legitimate reasons for government intervention in agriculture, which were not related to easing market fluctuations, he said. There was nothing wrong with choosing to aid farmers for environmental or rural depopulation reasons.

Some farmers felt that aid paid other than through price support should be treated with suspicion, but he believed that was a profoundly misconceived objection. "Farmers

Smiling fighter wins over Kent police



Stephen Evans shows a winning smile as he plays yesterday with his mother, Zsófia, and Wessex Police Constable Ros Nairne, who worked with handicapped children before joining the

Kentforce. It is a smile that has captured the hearts of the men and women of Kent police. Stephen, aged four, from Maidstone, suffers from a spinal defect and until September he

could get around only with a body brace and frame or a wheel chair. Then his parents took him to the Peto Institute in Hungary where he won a hard fight to walk without his brace

for the first time since he was two. His courage created such an impression on the Kent constabulary that they started a fund to enable him to return to Hungary to continue the treatment.

Decrease in space debris

By Nick Nuttall, Technology Correspondent

Columbia will have a safer flight

The shroud of space debris encircling Earth has fallen significantly for the first time since records have been kept, it was disclosed yesterday.

It means that the orbit through space of the United States space shuttle Columbia, which is due to be launched on Monday after being delayed last month for launch pad modifications, will be cleaner and safer than it has been for years.

Recent sun flare activity has played a key role in the purge, according to the North American Air Defence (Norad) organization, based at Colorado, which tracks discarded and fragmented rocket boosters, defunct communication satellites and other space junk on behalf of governments, including Britain's.

The fall also highlights how international measures aimed at curbing the build-up of debris appear to be working. Mr Bill Djinnis, NASA's project manager for orbital debris, said:

"He said sun flares in the past few months had been among the highest recorded, heating the upper reaches of the Earth's atmosphere and causing it to disintegrate and thicken. Consequently, some of the debris just beyond the upper reaches of the atmosphere, including flecks of paint, chips of metal and possibly even a pair of astronaut gloves, have been vaporized."

Mr Djinnis said the space community, including NASA, the European Space Agency, Japan and the Soviet Union,

was pursuing more careful policies. Controlled satellite explosions were being carried out to shunt most of the debris into the Earth's atmosphere rather than showering it into orbit at speeds up to 20,000 miles an hour.

"We have also got a situation where boosters are being designed so that the inadvertent explosions which happened a few years ago do not occur," Mr Djinnis said. Figures showed that as of December 29, the number of tra-

ckable objects had fallen to 6,697. In 1988, Norad put the level at 7,110 objects.

Researchers first began monitoring space objects in 1957, after the Soviet Union launched Sputnik, when just two objects were seen.

Mr Djinnis stressed there was little room for complacency over the problem which, it had been claimed, could turn the space around Earth into a no-go zone for manned missions.

Some scientists have claimed that only armour-

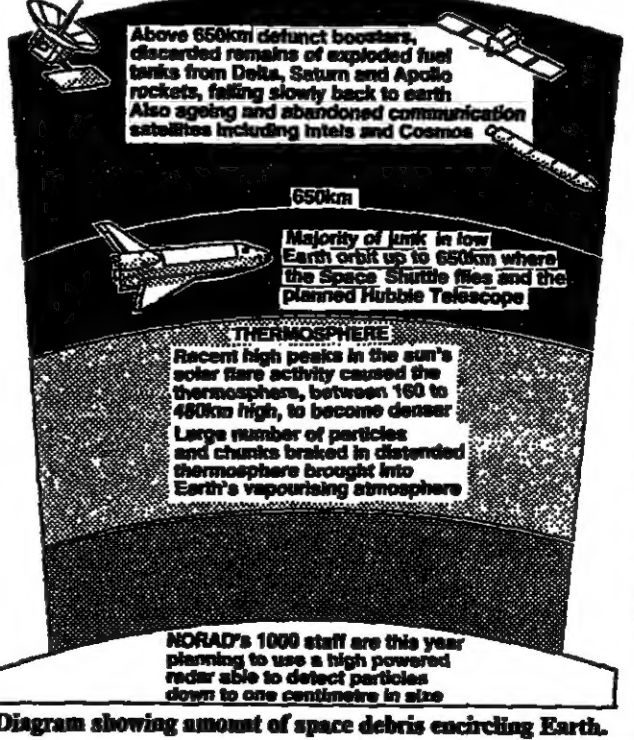


Diagram showing amount of space debris encircling Earth.

plated satellites, including communication and land imaging craft, could survive the barrage of particles.

Norad and NASA admit they have no idea of the level of small particles which have survived solar flare activity. Present radar systems can see items only measuring more than 10 centimetres.

It has been calculated that several million paint flecks and bits of fibre glass are in orbit.

Mr Djinnis said the effect could not be underestimated. A particle measuring less than 0.2 centimetres had broken glass on a space shuttle window during a recent mission.

Dr John Mason, the British astronomer, said: "Just a pound of space junk travelling at, say, a modest 100 miles per hour hits a craft with the force of a 50-ton locomotive moving at the same speed."

Columbia will attempt to rescue the Long Duration Exposure Facility which has been stranded in space with experiments, including some from the universities of Kent and Reading, on board.

Mr Djinnis said they may give some of the best evidence yet on the extent of the small particle threat. He disclosed that the US had earmarked funds for a new radar system capable of spotting items as small as one centimetre at a distance of up to 500 kilometres.

"There is now an awareness that we have got to try and stop the amount debris increasing," he said.

Lorry driver 'died from gas fumes'

A missing British lorry driver whose body has been found in Italy is believed to have died after inhaling fumes from a faulty gas heater in his cab.

Police ruled out yesterday any violence being involved in the death of Mr John Simcox, aged 41, of West Bromwich, West Midlands.

Mr Simcox disappeared three weeks ago after calling his wife from Milan. His body was found in the berth of the locked cab of his lorry in a vehicle park at the customs post of Suso Arizona.

Guilty verdict

Andreas Savvas, aged 50, of no fixed address, was remanded for medical reports yesterday after being found guilty at the Central Criminal Court of attempted murder for pushing a woman into the path of a speeding fire engine at Islington, north London.

Injection slip

Mr Alan Iram, a fire officer, was recovering yesterday after being injected by mistake by a vet trying to put down two horses after a road accident at Leckhamstead, Berkshire.

Lovers' haunt

The lease of the Old Toll Bar at Greta Green, Dumfries & Galloway, famous for runaway marriages in former times, but now a gift shop, is for sale at £10,000 a year.

Flights to end

British Airways is to end flights to Jordan and run a joint service with Royal Jordanian from April 1.

Brittan sees EC move to rural environment aid

By John Young

A fundamental change in the European Community's common agricultural policy, which would divert funds from price support for farmers to environmental protection and rural development, was foreseen yesterday by Sir Leon Brittan, Vice-President of the European Commission.

Sir Leon made clear that the present price cartel, which isolated producers from competition and disadvantaged consumers, was indefensible. Elsewhere, he confirmed reform of the CAP had to be combined with recognition that it was perfectly legitimate to use taxpayers' money to support environmental measures and to stimulate new employment opportunities in the countryside.

Addressing the Oxford Farming Conference, Sir Leon said that the establishment of the single market in 1992 would bring big changes to the economies of all member countries.

Some countries were likely to be tempted to step in to help certain sectors, but if that happened to any extent it would negate the programme.

It was clear that full and fair competition did not exist in agriculture, he said. There was no single market in the EC because of the "green" currency system, and the EC market was effectively isolated from the world market because of its tariffs, import levies and quotas.

Producers in different member states were subject to different sets of rules. Certain markets such as those for milk and sugar were effectively confined to existing producers because of quota systems.

"Because of intervention systems and other market price support systems, something close to a price cartel operates," he said. "Market prices are not doing their job of bringing producers and consumers together."

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cartels, market-sharing arrangements and abuses of market-dominant positions, lose some teeth of their force once they come within hailing distance of the farm gate."

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There were other legitimate reasons for government intervention in agriculture, which were not related to easing market fluctuations, he said. There was nothing wrong with choosing to aid farmers for environmental or rural depopulation reasons.

Some farmers felt that aid paid other than through price support should be treated with suspicion, but he believed that was a profoundly misconceived objection. "Farmers

sometimes say they do not want to be park keepers," Sir Leon said. "That is the wrong way of looking at things."

"The environment that the public want to keep was created by farmers. There should not be nothing embarrassing or objectionable about being paid to farm so as to keep the countryside as it is," he said.

Dr Ruth Gasson, of the Department of Agricultural Economics at the University of London, said that many small family farms were able to remain in business only because farming was combined with other paid activities. Relatively few farmers or their wives had the qualifications to find well-paid work elsewhere.

As a result, part-time farming in future was likely to become dominated by newcomers who had jobs elsewhere and bought farms as a side-line.

Farmers who did not rely on agriculture for income could afford to farm in ways that were friendly to the environment.

Boyne dispute faces Haughey

By Edward Gorman, Irish Affairs Correspondent

Mr Charles Haughey, whose self-styled "Green" presidency of Europe began on Monday, is facing the first test of his environmental bona fides over a dispute at the site of the Battle of the Boyne.

Mr Haughey is being asked to overturn a decision by the Irish Planning Board to allow a 50-acre shale quarry to be developed on the site in the Boyne Valley at Donore, near Drogheda, on the Co Meath-Co Louth border.

The decision by the board has enraged local residents and public bodies such as the Irish Tourist Board, the National Trust and the Office of Public Works because an earlier decision was quashed in the High Court on the grounds that the board had not taken

sufficient account of the battle site.

This time, however, the board believes it has ruled out any further recourse to legal action by protesters by acknowledging in its decision that the quarry would be "situated in an area associated with the Battle of the Boyne." The decision adds that the quarry would occupy only a small part of the area.

A spokesman said yesterday: "The board is fully aware of where the battle took place... It took that into consideration, but still came to its decision that it should grant permission."

The campaign against the developers is being led by the Donore and Boyne Valley Residents' Association. Mr

Philip Dillon, one of its leaders, said Mr Haughey had so far paid "a lot of lip service" to the notion of a "Green presidency" for Europe. Now was a chance for him to prove it.

Another campaigner, Mrs Brigit Stumovich, who lives on the edge of the site, said the area was also of profound archaeological significance and close to a proposed national "archaeological park", part of a scheme originated by the Taoiseach himself.

Mrs Stumovich, originally from Co Tyrone, said the Battle of the Boyne was the last great battle in Ireland, fought in a Europe context and it should be preserved, particularly in what is its tercentenary year.

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THE ROMANIAN REVOLUTION

Inside the nerve centre of the thought police

From Roger Boyes
Bucharest

Mr Aurel Dumitrescu, an electrician who is Romania's version of Mr Lech Walesa, said: "This is where the Securitate listened to our thoughts." Inside the small, stuffy room in the August 23 factory in Bucharest, there were 24 miniature tape recorders. "If there was a meeting in any room of the factory," said Mr Dumitrescu, aged 43, the workers' revolutionary leader, "they could listen to every conversation, every whisper. There was buds everywhere."

The Romanian revolution, some claim, was a revolution without workers. But that is a partial picture. The casualty lists from Brasov and Timisoara show a high proportion of workers killed and injured. On the morning of December 22, Mr Dumitrescu led 50 workers out of his factory towards the Central Committee building. The foreman screamed: "I'll sack you all!"

By the time they reached the centre the

march was already 2,500-strong, all workers who had laid down their tools to demonstrate against Nicolae Ceausescu. "Down with the criminal", "Down with the shoemaker", said the placards in the now-familiar description of the dictator.

The vast August 23 plant, that makes trains, rolling stock and underground

Factory results were based on a fantastic pyramid of deception

carriages, was Ceausescu's favourite factory.

Mr Dumitrescu, a beaming bearded man with a Kalashnikov and two spare rounds of ammunition in the corner, explained: "This is how it worked. We can make maybe 300 to 500 engines a year, but the management claimed that we made 1,000. Ceausescu, before he would come on a visit — the last one was

three weeks ago — would tell the minister 'Only 1,000? It should be 2,000'.

"Then he came and told the workers: 'I see you have the capacity for 4,000'. And by the time he left he was talking about 10,000 engines."

Economic results were based on a fantastic pyramid of deception, each official changing production figures upwards until Ceausescu's dream could be realized. Industrial production was scheduled to grow at an unrealistic 6.3 per cent in Romania last year, but the factory, as Ceausescu's favourite, was supposed to turn in a 32.2 per cent increase. The targets were nonsensical, and dishonesty was built into every part of the system.

Romanian workers, though, have a tradition of resistance in the Jiu Valley and in Brasov. But it had to be quiet; minuscule compared to that in Poland or even East Germany. The police were everywhere.

Only one worker in the August 23

factory had the courage to refuse to vote for the re-election of Ceausescu as party chairman last year.

At 3pm, when he finished work on that day, he was picked up by secret agents and taken to police headquarters, where he was forced to sit in special chairs that transmitted debilitating radioactive waves into his body. He was also, of course, sacked.

Inside the Securitate room — the only one in the factory to have an oil heater — there was a computer containing secret files on every worker. The information was passed selectively to the Communist Party cell in the factory. Until yesterday morning, there were soldiers and tanks surrounding the factory. Two mysterious men in a white Lada car had driven past the gates a few days earlier and sprayed the place with automatic gunfire. They tried a second time, and were killed. One corpse had a Securitate pass.

Now gaggles of young factory workers stride around with guns. In jumpers,

woolly hats and padded anoraks, they chain-smoke and josh a militiaman (though from this week the militia are supposed to be called police) as he comes to the porter's kiosk.

"I want to talk to Comrade Ionescu". "Not Comrade anymore!" they all shout, and one lets out a rebel yelp.

The nation's workers had sullenly hated Ceausescu for years

Romanian workers seem genuinely to support the revolution. There is none of the sudden, suspicious conversion of the intellectuals. They have sullenly hated Ceausescu for years.

"Of course, we all work much better now after the revolution," says a welder, aged 50. It will take some time, though, before the factory, indeed the whole of Romanian industry, will be able to make

up for the loss of a day's work per week. The revolutionary leadership has announced a five-day working week, but output is geared to six or even seven days. Mapping out the new democratic days. Mapping out the factory is also a structures in the moment the managing director — democratically elected yesterday — is required to submit every important decision to Mr Dumitrescu, who was also voted in by the 20,000 workforce. But anything beyond that is still unknown territory for the Romanian workers.

Free trade unions are planned, but how should they function? Mr Dumitrescu is appealing to Solidarity experts in Poland to come to Romania to advise him on how to set up an independent union movement and worker self-management. But unlike Mr Walesa, he has no ambition yet to lead a national movement. "First, every factory has to work out its own democratic pattern."

Controversy over the 'people's uprising'

Top army man denies coup claim

By Michael Horneby
in Bucharest and
Our Foreign Staff

A senior military figure in the new Romanian Government yesterday denied that the overthrow of Nicolae Ceausescu was a pre-planned coup, but admitted that discontent with the previous regime had been growing in the Army for many years.

"The Army did not do anything beforehand to trigger off the revolution. It was a spontaneous uprising, and the Army immediately gave its support to the people," Lieutenant-General Vasile Ionescu, the newly appointed Chief of Staff of the Army and First Deputy Minister of Defence, said.

In the first press conference by a top military official, the general also disclosed that 196 "officers and petty officers" had been killed during fighting with security police still loyal to Ceausescu. He gave no figure for ordinary soldiers killed, but said 450 army personnel had been wounded.

The National Salvation Front, the loose grouping of intellectuals, reform Communists and military men now running the country, has insisted that the overthrow of Ceausescu was the outcome of a burst of popular anger ignited by his regime's brutal suppression of street demonstrations.

There have been strong suggestions, however, that the front was formed at least six months before the revolution. The main evidence is a video-recording of a meeting of leaders of the front on December 22, the day Ceausescu fell, in which General Nicolae Militaru, the new Minister of Defence, seems to say that the front had been in existence "for six months", which suggests a measure of preparation and conspiracy.

Yesterday M. Roland Dumas, the French Foreign Minister, fuelled the controversy by saying in Paris that France, and probably the Soviet Union, had been told as long ago as last summer of the existence of a group of Communist Party members hostile to the Ceausescu regime.

Interviewed by the French Europe-1 radio network, M. Dumas said: "I knew because our Ambassador there did his job. They (the Soviet authorities) undoubtedly knew, too."

When these claims first emerged, Mr Petre Roman, the Romanian Prime Minister, immediately denied them, saying the front was "a spontaneous movement" which had had "no prior organization".

General Ionescu said yesterday: "I can say categorically that General Militaru did not ever say the Army was preparing a coup d'état six months before. The revolution was spontaneous, but it is true that discontent had been building up for years."

This discontent, the general said, had been caused by Ceausescu's mistreatment of the Army — notably by using



Women street cleaners clearing snow in front of a tank, outside the offices being used by the interim Government in Bucharest.

troops as workers on grandiose building projects — while the security police had received higher pay and better equipment and training.

But Captain Mihai Lupoi, the army officer who was this week named Minister for Tourism, said in an interview published yesterday by *Le Figaro*, the French daily, that the front "was in fact set up a long time ago" although it had only come really to life on the barricades during the uprising.

The new Government's determination to preserve the image of a wholly spontaneous popular uprising reflects sensitivity to criticism that many of its members are former Communists who fell out with the former dictator and, it is alleged, had merely been waiting for the most opportune moment to strike back — an opportunity which the street protests finally provided.

But M. Dumas, who is to visit Romania officially later

this month, called the controversy "a bogus quarrel which in many ways is inappropriate."

"It is true that politicians had to prepare for the (Ceausescu) aftermath. But it is also true that the uprising did the rest and allowed them to take power."

Another sensitive issue is the extent to which troops



General Ionescu: "Army did nothing to trigger uprising."

joined the security police in suppressing demonstrations before the Army's dramatic switch of allegiance, which was to prove the key to the revolution's success.

General Ionescu said that the Army had been ordered by Ceausescu to shoot at demonstrators but had refused to do so. The only units to obey the order were those which had been infiltrated by the security police.

At a press conference lasting more than an hour, General Ionescu gave evasive answers to almost all questions, refusing in particular to say how many security police had been arrested and tried by military courts or how many were estimated still to be at large.

"All those belonging to the bodyguard of the Ceausescu family and other members of the party have been arrested. They no longer have weapons and no longer have the possibility to use them. They will all be tried and punished

according to their deeds," he said.

The Army, he insisted, was not playing a political role. Its function was "to defend the people against terrorists", and it would be withdrawn fully to barracks only once all threats to the public peace had been removed. It would continue for the time being to guard strategic buildings.

There is no doubt, however, that the interim Government, appointed by the National Salvation Front reflects the Army's strong influence. As well as the Ministry of Defence, the Army controls the Ministry of National Economy, which is in the charge of General Atanasiu Stanculescu, a Deputy Defence Minister.

General Ionescu said yesterday that General Stanculescu had been appointed because he was "trusted" and because he had relevant experience and not because there was any plan to militarize the economy.

Mushrooming parties try to beat Front's deadline

From Anatol Livena, Bucharest

Among a plethora of political alternatives, the formation of two new parties was announced in Romania yesterday — the Ecological Party and the Romanian Democratic Party.

The haste with which new parties are being declared reflects a five-day deadline set at the weekend by the Front for National Salvation.

Both new groups are unhappy with this haste and the declaration of April as the date for free elections. The Democrats are calling for a postponement until the autumn in order to give themselves and other parties time to organize.

The Democrats seem intent on offering a social democratic alternative to the National Peasants' Party, which observers believe will probably end up with a basically conservative orientation.

The Democrats or some other group could fill the vacuum on the left created by the complete collapse of the Communist Party, some of whose members have announced that they will hold a "special congress" to wind up the party. This is eagerly awaited because when the party is dissolved, its properties, including above all printing presses and other propaganda instruments, may be distributed among the new parties.

Speaking to the press in Bucharest yesterday, the

Democrats' spokesman, Mr Nicolae Costel, said that the new party will have a "broadly social democratic orientation". He said that neither he nor the party leader, Mr Adrian Stefanescu, were ever Communist Party members, but that the new party was prepared to accept former Communists who have a "clear conscience".

Mr Costel said that "several hundred people" have already applied to become members. The leadership of the party, like that of the Front of National Salvation and the

Bucharest (Reuters) — Romanians will be allowed to travel freely to the West, Captain Mihai Lupoi, the Minister of Tourism, said yesterday. "Everybody will be able to apply for a passport and get it within one day," he said.

National Peasants' Party, is in the hands of intellectuals. Mr Costel is a teacher and Senator, and Mr Stefanescu a classical actor.

The leaders of the Democrats clearly see the Front of National Salvation as a potential opponent in the elections.

Mr Costel said yesterday that this was one reason why the elections must be postponed, until September or October, because otherwise the Front, with its complete control of television and radio, will have a huge advantage.

Among the other points in the Democrats' programme are proportional representation for national minorities in all government offices. They are also calling for a free press, free trade unions and a convertible currency.

The new Ecological Party has also said that it thinks April is too soon for elections. However, Mr Toma Gheorghe Malorescu, "since our movement has started, I think that we will be ready for the elections."

Mr Malorescu emphasized that a fundamental difference between the ecologists and the other parties was that "we are not fighting for political power". He said that their ideal was "to convince all the other parties of ecological priorities."

The new party's slogan is "a clean human being in a clean country in a clean world". He said that "groups of ecological initiatives" have been formed in most Romanian cities, and that other ecological movements have joined the party.

Mr Malorescu said that one of the ecologists' demands has been answered with the creation of an Environment Ministry, but emphasized the urgent need to solve the problems of pollution and erosion, to save the Danube Delta from agricultural development and turn it into an internationally protected area.

Jews argue over rabbi who made peace with a dictator

By Andrew McEwen, Diplomatic Editor

In the aftermath of the Romanian revolution most people who have retained positions of authority held during the Ceausescu years are trying to come to terms with their failure or inability to resist the dictator.

The case of Chief Rabbi Moses Rosen of Romania, who has held the position for the past 41 years, is different, though. Unlike most of his compatriots, Rabbi Rosen is the subject of a sharp debate outside Romania over his behaviour under the tyranny.

Strong differences have emerged among Jews in Britain and elsewhere as to whether he should be seen as a hero of the Jewish people or, as one British rabbi put it yesterday, "a man who made a pact with the Devil".

He has been credited with securing the best conditions enjoyed by Jews in any part of Eastern Europe before the recent liberalization. During his period in office 400,000 Romanian Jews have emigrated to Israel. But he has also been attacked for remaining silent on human rights abuses and for giving a favourable impression of the regime in speeches and interviews abroad.

Doubts have also emerged over the way he obtained his position in 1948 and whether he was adequately qualified for it.

Chief Rabbi Rosen, aged 77, says that he never acted improperly and that there was good reason not to show his dislike of Nicolae Ceausescu. It could be called survival, he said: "Everything was in his (Ceausescu's) hands. The life of my people was in his hands."

The Jewish community in Britain is split over whether to accept that argument. Rabbi Jeremy Rosen (no relation), the British Chief Rabbi's representative on inter-faith matters, said yesterday: "He was the absolute dictator of the Jewish community in Romania. His word was law. He ruled with an iron fist."

The British Rabbi Rosen, who visited Romania three years ago, said he disagreed with those who felt the Romanian Chief Rabbi's pact with

the Government had been justified. "I don't like people who use religion to achieve political power; I come down on the side of the people against authority and I am not at all sympathetic to Chief Rabbi Rosen."

He said those who were helped by the Chief Rabbi to emigrate would understandably have a favourable view, but those who stayed behind were subjugated by him.

In May 1988, however, when Chief Rabbi Rosen celebrated his 40th anniversary in office, Lord Jakobovits, the Chief Rabbi of Britain, paid tribute to him as "a legend in his own lifetime, assured of an immortal place in the annals of our people".

One irony of Chief Rabbi Rosen's life work is that it has left him with only a tiny flock to whom to minister. Before the Second World War there were 800,000 Jews in Romania; now 20,000 remain, of whom two-thirds are over 50.

Chief Rabbi Rosen, commenting last week on reports of US and Israeli government payments to Romania in exchange for letting Jews go, said: "I suppose it's true. I do not have the right to deny anything. Every Jew will say they heard this."

Secret files reveal betrayal by 'friends' in service of the state

From Alan Cowell
Bucharest

When Mr Doru Pavaloie, a Romanian economist, met an old classmate some years ago he let slip that he would like to leave the country.

What Mr Pavaloie did not realize was that the man he knew as a friend and a popular singer in his home town of Focsani, about 100 miles north-east of Bucharest, was also known to the regime's pervasive Securitate by the code name Minstrel.

During the revolution, Mr Pavaloie joined others in storming the security police headquarters in Focsani. In a bunker he came across a secret file on him, and in it was a report by Minstrel to a Securitate officer in July 1977 at an intelligence safe house codenamed Rosa.

It documented much about his life, including the supposed sexual activity of his first wife before their marriage, and was part of 12 years' covert surveillance, mail interceptions and telephone taps designed to determine his loyalties and

plans and the identity of those who shared his desire to leave Romania illegally.

Copies of parts of the file were brought to Bucharest and made available to reporters this week by friends of Mr Pavaloie. The economist, aged 48, said by telephone that his motive in publicizing his case was partly to unmask those, such as Minstrel, who are seeking to cover their tracks now the Government which sustained them has been removed.

But he was also influenced by a worrying event last Sunday. Having taken his personal files home from security police headquarters to study them, there was a knock on his door. Army officers, he said, had come to demand the return of the documents. His fear of the authorities had revived. "I was very scared. I want to give my name to American journalists in case something happens to me."

The files document a society in which friend was turned against friend and

huge resources were diverted to the detection of the slightest suggestion of anti-government sentiment, and in which the security police were able to burrow into the most private corners of individual lives.

That, in turn, built a mood of deep fear and suspicion among Romanians, leaving lingering apprehension about the future. Mr Pavaloie said he had not

been an active dissident, and had expressed displeasure only privately among those whom he considered friends. Yet those indiscretions drew sufficient attention for several thick dossiers to be compiled on him over the years, starting even before his denunciation by Minstrel.

Moreover, according to Mr Pavaloie and his associates from Focsani, the

Communist Party. They were guaranteed a life free from harassment by the police," Elisabetha said she had never worked for the Securitate.

Carmen, aged 24, said: "The knowledge of the Securitate girls was dangerous and many were jailed when they fell out of favour." They were forced on the streets because they had no jobs or money and were hungry.

The secret police cracked down on any prostitution apart from their own trade.

Securitate ran prostitute spies

Bucharest (Reuters) — Romania's hated secret police ran an army of high-class prostitutes to steal secrets and clinch contracts with foreign businessmen, Bucharest prostitutes say.

Models and dancers were recruited to ply businessmen with alcohol and sex to coax information from them, according to Elisabetha, aged 25, who says she worked as a Bucharest prostitute for six years.

She said: "The girls were given protection by the Securitate and the

story built to a bizarre climax during the revolution.

Minstrel had worked in the town as the leader of a band that could be hired to provide the music and singing for occasions such as weddings. So he owned one of the few loudspeaker systems permitted in a town where, as in the rest of Romania, ordinary people could not even own a megaphone.

"He helped us a lot — he really was a leader," Mr Pavaloie said of Minstrel, because he allowed his loudspeaker system to be used to rally support for the uprising.

Only after Minstrel had been elected to a revolutionary committee running the town after Ceausescu's fall did other people denounce him and force him to withdraw, Mr Pavaloie said.

Minstrel could not be contacted but, in a letter to the local newspaper in Focsani, he objected to his dismissal from the new revolutionary committee, saying he was a true revolutionary.

According to the incomplete files

made available to reporters here, Minstrel made his first report about his security police at the Rosa safe house, on July 13, 1977.

The files contain authorizations for wiretaps from May 23, 1979, to November 23, 1979, and from June 9, 1981, to October 9, 1981. Mail intercepts included copies of letters sent from France in 1985 and 1986. The documents were marked "classified" on letterheads including that of the Interior Ministry, which ran the Securitate and the Department of State Security.

The tapping was requested, according to the documents, to determine "with what persons the target has telephone contacts, their telephone numbers, if there are discussions of a hostile character toward the policy of the party and our state policy, and if there are any indications that we can find about the intentions of the target to leave the country illegally."

New York Times

Modrow concessions save talks

From Anne McElvey, East Berlin

Herr Hans Modrow, the East German Prime Minister, satisfied opposition demands yesterday to start off the collapse of the round-table talks on the country's future.

New Forum, the leading opposition group, had threatened to pull out of the talks unless the communist-led Government promised an increased role for opposition groups in formulating policy.

Herr Modrow said all groups involved would now be fully informed of the Government's legislative plans.

Without the presence of New Forum the talks would have been in danger of collapse and Herr Modrow was evidently anxious to keep the opposition satisfied.

New Forum had feared that the Government was using the talks - which aimed to prepare for the first free elections in May - to strengthen its own shaky position while failing to share power with other organizations and parties.

Professor Jens Reich, the New Forum spokesman, accused the Government of using the talks "more as a reassurance for the population, than a truly informative session". He also said that the Government had concealed from participants the extent of the country's economic problems.

New Forum refused to take part in private talks, between the Government and other opposition groups and smaller parties on Tuesday, and criticized the practice of discussing the agenda in private before yesterday's session. There were also heated exchanges when opposition groups accused the Government of treating former state security employees too liberally.

Fran Christa Luft, the Minister for the Economy, told the round-table participants that the country's economic performance had been "negative" in recent years and admitted that foreign debt was now well in excess of \$20.5 billion (£10.55 billion). She said that a deficit in hard currency meant that further loans would be necessary to survive. The Government also announced that rises in the prices of electricity and brown coal would be necessary this year to avoid power cuts.

Fran Luft said that a false

pricing policy had led to the country being unable to limit damage to its environment, which is now admitted to be a serious problem.

She also said that, although the new regime would encourage foreign participation, it intended to maintain a dominant role for public ownership in the economy.

With the former leader, Herr Erich Honecker, and his wife and former Education Minister, Frau Margot Honecker, due to be ejected from the compound of Wandlitz by the end of the month, the East German evangelical church has offered to take responsibility for the ageing couple.

Bishop Gottfried Forck, of East Berlin, said yesterday that the church was prepared to offer accommodation to the couple provided that the state guaranteed to protect them from possible attack.

The couple are under house arrest awaiting trial on charges of corruption and abuse of office.

Meanwhile, Herr Wolfgang Berghofer, widely tipped as a future leader of the reformed communist party, warned yesterday of new turmoil after elections in May if splintered opposition groups failed to bury conflicts.

"If new party laws don't channel them, then the political scenery will be so multi-layered, the new parliament will be incapable of working. May 6 is not the end of the process."

Herr Berghofer was speaking during a break in the talks.

Herr Berghofer, the Mayor of Dresden, where bitter clashes took place between police and demonstrators last October, said East Germany was still unstable and a hull in protests was no grounds for euphoria. "There is a serious threat from right-wing groups operating here," he said, referring to newspaper reports of Nazi-style symbols being painted on East German monuments.

Herr Berghofer said he believed his party had won back some public confidence since an emergency congress last month had renounced Stalinism. But he drew no special encouragement from a recent opinion poll that gave it 34 per cent support. "You know how unreliable these polls are... We do not hold out any hopes of getting a majority," he said.



Herr Wolfgang Gross, the East German State Secretary, and Professor Christa Luft, the Deputy Prime Minister and Economics Minister, arriving for the talks with the opposition.

Surprise Botha visit may lead to Budapest links

By Our Foreign Staff

Mr R.F. "Pik" Botha, the South African Foreign Minister, arrived suddenly in Hungary yesterday for official talks, his first visit to a Warsaw Pact country.

MTI news agency said that he was expected to meet Mr Gyula Horn, the Hungarian Foreign Minister, and leaders of the country's new non-communist, opposition parties during his two-day stay.

The visit could eventually lead to the establishment of diplomatic relations between the two countries, and it appeared linked with a campaign by Pretoria to persuade skilled workers in Eastern Europe, disenfranchised with life under communism, to emigrate to South Africa.

The Department of Foreign Affairs issued a vague statement in Pretoria yesterday saying that Mr Botha was visiting Hungary to acquaint

himself with developments there and other Eastern European countries and to tell them what was going on in South Africa. The statement added that Hungary was the only country Mr Botha would visit on his current trip.

For years anybody remotely connected with the South African Government has been persona non grata in any Soviet bloc country.

The trip would have been unthinkable a year ago before the reformist wave engulfed Eastern Europe and South Africa started to break its international isolation under a programme of apartheid reforms launched by President de Klerk. Mr Botha is totally backing President de Klerk and his declared aim to abolish apartheid.

South Africa has a considerable Hungarian population, most of them refugees and their children who fled after the 1956 revolution. Many

have become South African citizens. Many of them have found their political roots with the white extremist Conservative Party.

Hundreds of East Europeans are reported to have responded to Pretoria's recruitment campaign aimed at reducing South Africa's chronic shortage of skilled workers, particularly in the mining industry.

South African newspapers reported yesterday that Pretoria's diplomatic missions in Europe were working flat out to process hundreds of applications from people considering emigrating following the easing of border controls.

In South Africa, Mr Botha's visit is being viewed by some observers through a long political telescope. It is expected that Mr de Klerk will at some stage reward him for his loyalty with the restored office of Prime Minister.

Albania 'staying on course'

From Mario Mediano, Athens

Albania, the only communist country in East Europe so far not to have been visibly influenced by the winds of change unleashed by perestroika, has said it will stay on its present course.

"Albania is not East Europe," Mr Izzidin Hajdini, the Albanian Ambassador to Greece said in an interview in yesterday's issue of the Athens daily, *Eleftherotipia*. "We liberated ourselves without Soviet help and followed our own road to development. We

do not face the same problems." Anyone who believes what happened in Romania can be repeated in Albania, is day-dreaming, the ambassador said. Perestroika was irrelevant to Albania which cherishes its freedom and independence. This was why Albania had denied the Russians military bases.

"All that the superpowers can offer the small countries is an umbrella," he added, "and the choice of its colour - red or blue. We want to have our

own small umbrella and use it whenever we wish, not just when it rains in Moscow."

Mr Hajdini said Albania believed the changes in East Europe had been brought about on orders from Moscow. "I believe Gorbachev's theory and practice... are a betrayal of communism and the restoration of capitalism."

The ambassador denied there was any turmoil in his country. He dismissed as invention press reports about protest rallies and opposition.

WORLD ROUNDUP

Easier passage for Argentine ships

Señor Domingo Cavallo, the Argentine Foreign Minister, announced yesterday that Britain had dropped requirements for commercial ships from Argentina to seek permission before entering the 150-mile protection zone around the Falkland Islands (Andrew McEwen, Diplomatic Editor, writes). The step was one of a number of confidence-building measures agreed between the two countries at talks in Madrid in October, but at the time it was not announced that it would take effect from January 1.

At the same time Britain increased the territorial limit around the Falklands from three miles to 12 miles, in spite of objections by Buenos Aires. However, the Argentine Government has proposed legislation to reserve its own legal position. Under Argentine law, the sovereignty which it claims over the islands will involve a 12-mile limit.

Yard man in Kenya

Nairobi (AP) - Chief Superintendent Ken Thompson, of Scotland Yard, travelled to the Masai Mara game reserve yesterday to investigate the murder in 1988 of Miss Julie Ward, a 28-year-old British woman. According to the British High Commission the visit, which began last Tuesday, was a familiarization trip to talk to Kenyan officials, read court transcripts and study files on the case before returning to Britain this weekend. He expects to return to Kenya later to pursue the investigation.

Hanoi leader to quit

Hanoi (Reuters) - Mr Nguyen Van Linh, the Vietnamese Communist Party Secretary-General, will resign at a forthcoming party meeting, Vietnamese officials said yesterday. Officials said Mr Linh, who is 74 and has been ill since late October, would step down from the party's top post for health reasons at a plenum of its central committee. They said the meeting, which would be held within two months, would accept his resignation and agree to a replacement. But any decision on his successor would have to be approved at a full congress of party members next year.

Pull-out from Soweto

Johannesburg - The South African Police are to withdraw from Soweto, the vast township outside Johannesburg, their big, cumbersome armoured personnel carriers that have become synonymous with tough action against black demonstrators (Ray Kennedy writes). Major-General Johan Swart, the new police chief for the area, said that he hoped the public would see this as a "tangible sign of goodwill on behalf of the police". He added: "I want the people of Soweto to believe that the police only wish to carry out their normal duties."

New tanker spill fear

Rabat (Reuters) - Storms building up in the Atlantic threaten to break up a crippled Iranian supertanker and spill 200,000 tonnes of crude oil into the sea off the Moroccan coast, official sources said yesterday. The weather was expected to worsen in the next 24 hours, causing a sea swell that would make floating booms useless in efforts to save holiday beaches and fishing grounds from serious pollution. About 70,000 tonnes of oil have already poured from the listing 284,632-tonne Kharg-5 tanker, holed by fire and explosion 15 days ago, and crippled with jammed steering.

Deaf-mute gamblers

Taipei (Reuters) - Taiwan police have uncovered a gambling den of deaf-mutes whose most important tool was a facsimile machine. Police in the city of Hsinchu said yesterday they had recently smashed the ring, made up of scores of deaf-mutes. The club used a facsimile machine to communicate the details of each gambling session.

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Scientists reject key Fuchs role in Soviet bomb



Fuchs: Secrets "worse than worthless"

By Pearce Wright
Science Editor

Two nuclear weapons experts have concluded that the development of the hydrogen bomb by the Soviet Union owed almost nothing to information provided by Klaus Fuchs, the British "atom spy". This counters the conventional wisdom that Fuchs passed essential secrets on H-bomb manufacture to the Russians in the early post-war years.

In a new analysis, published in this month's issue of *The Bulletin of Atomic Scientists*, a leading American journal, Dr Daniel Hirsch and Dr William Mathews of the University of California at Santa Cruz, California, say that the information which Fuchs possessed on

US thermonuclear weaponry was outdated and inaccurate.

It has been a long-standing mystery how the Russians managed to explode an H-bomb so soon after the Americans, one whose solution may have gone to the grave with Andrei Sakharov, the dissident Soviet scientist known as the "father of the Soviet H-bomb", who died last month. Fuchs died in East Germany two years ago.

The scandal surrounding secrets Fuchs divulged to Moscow caused a huge rift between Washington and London when he was caught in January 1950. Exchange of sensitive nuclear information between the US and Britain stopped for a decade after the discovery of the espionage by Fuchs, who was head

of theoretical physics at the Atomic Energy Research Establishment at Harwell, near Oxford.

He also worked on the Manhattan Project that produced atomic bombs during the Second World War, two of which were dropped on Japanese cities.

But Fuchs left the American weapons programme in 1946, and therefore had access only to the faulty hydrogen bomb ideas then current.

Dr Hirsch and Mathews write that the spy was unaware of two subsequent ideas of Dr Stanislaw Ulam, a mathematician at the Los Alamos laboratory in New Mexico, and one by Dr Edward Teller, a physicist at Los Alamos, which were critical to the success of the invention. According to their *Bulletin*

article, "it is now clear that the 'secrets' regarding the H-bomb known to Fuchs were worse than worthless".

Revelations in Fuchs' confession led President Truman to speed up the American H-bomb project. The Americans were convinced that Fuchs' treachery had saved Moscow at least 10 years' research on the H-bomb.

However, the United States was horrified when the Russians detonated their first H-bomb in 1953, only three years after the Americans demonstrated the superweapon.

The California doctors speculate suggest that Sakharov's team deduced the crucial secret of the H-bomb by analysing radioactive fallout from American nuclear tests. They say that the British

discovered it from the Americans in the same way. The world's first hydrogen bomb was detonated by the United States on November 1, 1952, at Eniwetok, an island in the Pacific.

The bomb's power was about 700 times that of the atomic weapon dropped over Hiroshima. Eniwetok, one mile in diameter, disappeared by "a tell-tale signature" of the composition of the bomb remained in the fallout.

The vast majority of nuclear weapons in the world today are hydrogen bombs, far more powerful than the earlier atomic bombs.

Revision of the history of the H-bomb is based on evidence that has become available to scholars in Washington under the Freedom of Information Act.

US women troops fight real man's war in Panama

From Susan Elliott, Washington

When Captain Linda Bray, commander of the 988th Military Police Company of the United States Army, led a 30-strong platoon, including 12 of the 15 women who serve under her, into a three-hour battle on the moonlit night of her country's invasion of Panama, she had more to worry about than the implications of being the first American woman to lead troops in combat.

Barely two weeks later, however, emerging reports of her soldiers' successful capture of three members of the Panamanian Defence Forces loyal to General Manuel Noriega, the deposed leader, and the neutralization of a kennel of vicious attack-dogs have begun a debate on the future role of American women in battle. Many of the women soldiers involved said

Panama City (AP) — Church sources said that a man in a white suit, who emerged on Tuesday afternoon from the Vatican mission and was headed away by US troops surrounding the two-story compound, was a Cuban who was in Panama at the time of the invasion and trying to get a visa to the United States.

afterwards that the enemy was surprised to see a woman wielding a machine-gun.

The US considers itself one of the most advanced nations in the world in the integration of women in the armed services in what one Pentagon spokesman described as "gender-neutral jobs".

Only Israel boasts a greater role for women, he said, although some NATO members, including the Scandinavian countries and The Netherlands, have been assessing women in fighter aircraft. Women in the British Army are not permitted to have a combat role.

The Pentagon, which has repeatedly praised the performance of US troops during and after the December 20 invasion to overthrow General Noriega, says it is too soon to tell how the part played by the 600 women engaged in the intervention will affect their future role.

Certainly, though, no one can now doubt that Panama

has been good publicity for servicewomen.

The Defence Department admits that the increased technology and unpredictability of modern warfare has blurred the distinction between "combat" and "support".

According to the Pentagon, women have served in the US armed services since the turn of the century, but they were mainly restricted to medical and administrative roles until the women's movements of the 1960s fought for more equality with men.

Reflecting the changes of the past two decades, 230,000 American women are today serving on active duty, representing about 11 per cent of the total. This compares with 45,000 in 1972, or 1.5 per cent of the total.

"The notion of the trenches in a World War I sense, where there's a very clear battlefield and a middle and a rear area, has become all stirred together," Major David Super, a spokesman for the US armed services, said.

The experience of Captain Bray's platoon in Panama was a textbook example of this. The 30 soldiers in her charge were ordered to neutralize a kennel of attack-dogs on the outskirts of Panama City, and they found them heavily guarded by Panamanian troops.

Captain Bray, aged 29 and weighing barely seven stone, ordered an attack and her platoon killed three members of the Panamanian Defence Forces, seized weapons and secured their objective.

One woman, Private Christina Proctor, whose father fought in Vietnam, single-handedly captured a Panamanian soldier in the battle. "It was the first time for me, and if anybody tells you they weren't scared, they're lying," she said.

Although traditional all-male combat units — infantry, artillery and armour — did most of the fighting in Panama, three enlisted women from four other platoons in Captain Bray's company took part in some of the fiercest fighting around General Noriega's headquarters.

The operation convinced Captain Bray that women, who undergo the same train-



Victory sign: A beaming President Endara of Panama, flanked by fact-finding US senators, delivering his version of the Churchillian gesture in Panama City.

ing programme as men, are as capable in combat as their male colleagues. Several hundred women are stationed in Panama as part of America's permanent presence of 12,000 troops protecting the Panama Canal.

"Before all this started, I had always wondered what would happen," Captain Bray acknowledged after her historic first battle. "After this, in my opinion, there is no difference. They worked together as a team, all my soldiers."

In a boost to the Pentagon's image, amid criticism of some aspects of the US invasion, no women were among the 23 US military personnel killed and the 323 wounded in the attack.

Captain Bray described the women's involvement as a "big step", and hoped it would not lead to tighter rules regarding their involvement in combat. "Any female soldier in Panama, or any male for that matter, will tell you they hope not," she said.

Congresswoman Beverly Byron, the Democrat chairman of the House of Representatives sub-committee for military personnel, however, who aims to hold hearings on the role of women in combat in March, admits she is unhappy with the idea. "I'm just not comfortable with putting women on the submarines or aircraft carriers," she said yesterday. "Not that I question whether they can handle it or not."

The hearings will give women who serve in the US forces to give their views on their work.

Hunt for Noriega sidekicks

From James Bone, Panama City

And the search continues for Mr Mike Harari, General Noriega's mysterious Israeli assistant, whose US officials wrongly believed they had captured.

The US has detained 5,313 people since the invasion, although an unspecified number have since been released. The US military is holding the 40 "most wanted" at an airbase outside Panama City, but their names have not been released.

Two people indicted on drug trafficking charges along with General Noriega — Colonel Luis Del Cid, former military commander of Western Pan-

ama, and Señor Daniel Miranda, a pilot — have been sent to Miami to face trial.

Another 23 people close to the deposed dictator, including Felicidad, his wife, and their three daughters, have taken refuge in the Cuban Embassy.

Panamanians are following the hunt for fugitive Noriega loyalists as though it were one of the American television series popular here, with every day bringing a new episode.

The local press delights in painting hideous portraits of the outlaws.

"Black Hand", for instance, is described as an infamous torturer-cum-taxi driver.

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China says Fang deal not agreed

Peking (Reuters) — China denied yesterday that agreement had been reached with the United States to free Professor Fang Lizhi, the leading dissident, and his wife, Miss Li Shuxian, who are taking refuge in the US Embassy in Peking.

A Foreign Ministry spokesman described reports that the couple would be allowed to go to Australia as "speculation, pure and simple".

Wine charges

Milan (Reuters) — Signor Alberto Nobili, an Italian investigating magistrate, has recommended that 18 people should stand trial — including nine for murder — for involvement in a 1986 scandal that killed at least 19 people and blinded another 13 after wine had been adulterated with methyl alcohol.

Tamil battles

Columbo — Bitter clashes between the Liberation Tigers of Tamil Eelam and the Tamil National Army left at least 60 dead, including three Tigers, in the northern Vavuniya district of Sri Lanka.

Bonus strikes

Maputo (Reuters) — A wave of strikes over annual bonuses in the Mozambican capital has spread to the southern railway linking Maputo to South Africa and Swaziland.

Village attack

Dakar (Reuters) — Mauritania troops fired rifle grenades across the Senegal river into the village of Padalala, killing a soldier and a civilian, according to witnesses.

Squatter move

Nairobi (Reuters) — Kenya has evicted 45,000 squatters from state land near Nairobi to make way for the expansion of a military barracks.

The Palestinian uprising

Sheikh tried for army deaths

From A Correspondent, Jerusalem

Sheikh Ahmed Yassin, aged 54, the leader of the Muslim fundamentalist Hamas movement, went on trial in a military court yesterday on charges stemming from the two-year Palestinian uprising.

Sheikh Yassin is charged with 15 offences, including the organization of attacks on civilians and causing the deaths of two Israeli soldiers. "I deny all charges," Sheikh Yassin told reporters in a Gaza courtroom.

The mother of one of the dead soldiers cursed him during the hearing and was led from the courtroom by military police. "God will pay him back," she shouted. "He knows where my boy is. I don't even have a grave to weep at."

Her son, Sergeant Ilan Seadon, was last seen on May 3, hitch-hiking in Israel just north of the Gaza Strip. He is believed to be dead but his body has never been found.

The other soldier, also kidnapped and killed while hitch-hiking, was Sergeant Avi Sasportas. He was killed in the

same area and his body found on May 8.

Mr Abdul Malik Bahanshe, Sheikh Yassin's lawyer, told the court that his client had founded the Hamas movement about a month after the start of the Palestinian uprising and had helped in the transfer of funds to build the organization.

"My client says it is not just his right but his obligation to establish this organization to

battle the occupation," Mr Bahanshe said. "He is not sorry for what he did."

Sheikh Yassin, who has been in a wheelchair since a childhood sporting accident, was arrested in a round-up of Hamas activists last May. More than 250 members of his group are also in custody.

Hamas was outlawed by the Israeli Government last September, making anyone found to be a member automatically

liable to jail and prosecution. This was the first crackdown on Islamic groups, which have grown in strength as the uprising continues with no political solution in sight.

At least one other group, Islamic Jihad, has also been outlawed.

The eyes of Sheikh Hassan, a member of Hamas, mirrored his intensity as he sat on a carpet in his house, a look-out at the back door, and spoke of the movement's aims: "No compromise; we must not rest until Zionism is destroyed and Islam is victorious in all Palestine."

As members of Palestine Liberation Organization factions active in the intifada sat by, they evinced discomfort at Sheikh Hassan's firebrand oratory.

The mainstream PLO faction, Fatah, says it is willing to compromise with Israel. But Hamas supports a holy war against the Jewish State.

It views current setbacks to dialogue with grim satisfaction. Sheikh Hassan predicts: "Our time is coming."

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Aoun angry at revelation of hefty French bank balances

From Philip Jacobson, Paris

There can be few military leaders around today with healthier bank accounts than General Michel Aoun, the Lebanese Christian.

According to the latest issue of *Le Canard Enchaîné*, that outstanding weekly of satire and investigation, the self-appointed saviour of the country's Christian community currently has a little over \$15 million (£9 million) in two French bank accounts.

The general does not deny this but, while it may seem rather a lot for a man who insists he is just a soldier and Lebanese patriot, he offers a ready explanation.

It was no secret, he declared yesterday, that various accounts had been opened in his name in France and elsewhere to receive what he described as "donations".

The purpose of these, General Aoun said, was to provide an immediate source of ready money "to resolve my financial crises". For the past 15 months, he added, the Central Bank of Lebanon had refused to make any money available

to meet his military expenditures. During that period, *Le Canard* notes, he has probably been earning interest of some \$100,000 a month on the Paris accounts.

Returning the magazine's fire — it has reported also that his wife enjoys drawing rights on the Banque Nationale accounts — the general has denounced what he considers a particularly gross breach of banking secrecy. "I am so mad about this that I intend to

close every account maintained in France, withdrawing all the money on the spot."

Banque Nationale was also in combative mood, submitting a formal legal complaint for "violation of professional secrecy". This was not necessarily directed at the magazine, a spokesman said, but at whoever slipped it this potentially damaging material.

But as others have discovered, *Le Canard* unwaveringly protects its excellent sources and is not easily intimidated by legal threats.

On past form, the next issue could well contain something else to displease the general.

WEST BEIRUT: Fierce fighting continued between rival Shia militias around a mountainous region at the entrance of southern Lebanon yesterday killing 10 people and wounding more than 30 (A Correspondent writes).

The fresh casualties put the death toll since the fighting began on December 23 at more than 69 and wounded to 250, police reported.

General Aoun: Intending to close all accounts in France.

Supermarket boss plucks a feather or two from the foie gras

From Philip Jacobson
Paris

As the French begin the sluggish recovery from a new-year eating binge that beat all records for costly self-indulgence, there are alarming rumours of skulduggery on the gastronomic front.

Take those kilos of finest foie gras they have been putting away with abandon and countless glasses of sweet Sauternes: were they really made from the livers of geese not fattened up by traditional force-feeding methods?

Could it even have come, horrors, from some other unfortunate

fowl — a duck, perhaps, or a common farmyard chicken? If M. Leclerc is to be believed, many a diner in this nation of gourmands has been fobbed off with something considerably inferior to the real thing — even if he or she did not notice the difference.

As boss of a discount supermarket chain, M. Leclerc takes pride in bringing expensive delicacies to the ordinary shopper: his excellent foie gras, which does not purport to be top-quality but is guaranteed pure, retails at about £30 a kilogram (£66 per lb) as against £140 charged at Fauchon, that Parisian temple of haute

cuisine. In the run-up to Christmas, M. Leclerc decided that some of the stuff that he was receiving from suppliers urgently needed to come under the culinary microscope. The dismaying result: chicken livers, scraps of turkey and pork, lumps of soy bean, and even a feather or two.

At once the Leclerc chain took out full-page newspaper advertisements featuring a jolly-looking porker, two chickens and a turkey accompanied by this caustic commentary: "After examining certain types of foie gras, it is clear that numerous animals have been kind enough to donate their bodies

Thanks, but this is too much." At the Government's main testing laboratory in Toulouse, Professor Charles Labie was rationalism personified. "It's simply a question of cheaper processes, short cuts like using unfattened liver and adding cereal or animal fat," he told *The Wall Street Journal*. "You get what you pay for and if you don't pay very much you probably are not getting foie gras."

At the heart of the problem are EC regulations that have allowed foreign foodstuffs to undermine the strict standards once imposed within France. Take the excellent ice-cream one finds here every-

where: no self-respecting glacier would ever dream of making it with vegetable oil in place of pure butterfat, yet we British can and do export loads of the adulterated product for the French market.

Alas, the fact is that inferior but cheaper products from elsewhere in the Community are steadily finding their way into the French shopping basket. One hears alarming reports of something from West Germany which claims to be Camembert, of smoked salmon from Denmark processed in a way that would profoundly shock my favourite *traiteur*.

These are worrying times indeed,

worrying enough to inflict an extra twinge of *crise de foie* that useful if undelicious ailment which traditionally prevents people from returning to work too soon after their new-year feasts.

Yet most people in the food business here seem confident that the French, at least, can be trusted to stand firm against an invasion of inferior delicacies. We are talking, after all, of a nation of shopaholics (of both sexes) who can take half an hour to feel out a perfectly ripe cheese and sufficiently juicy melon, and who will indignantly return anything that falls short of their impeccable standards.

SPECTRUM

A man for whom the tide came in

THE TIMES PROFILE

MICHAEL HOWARD

BIOGRAPHY

1941: born July 7, educated Linsell Grammar School, and Peterhouse College, Cambridge, president Cambridge Union
1964: Called to the Bar, Inner Temple
1975: Married Sandra Clare Saville Paul
1983: Entered Parliament as MP, Folkestone and Hythe
1984-85: PPS to Sir Patrick Mayhew, Solicitor General
1985-87: Under Secretary, Department of Trade and Industry, Minister of State for Corporate and Consumer Affairs
1987: Under Secretary, Department of the Environment
1988: Minister for Water and Planning
1990: Jan: Secretary for Employment

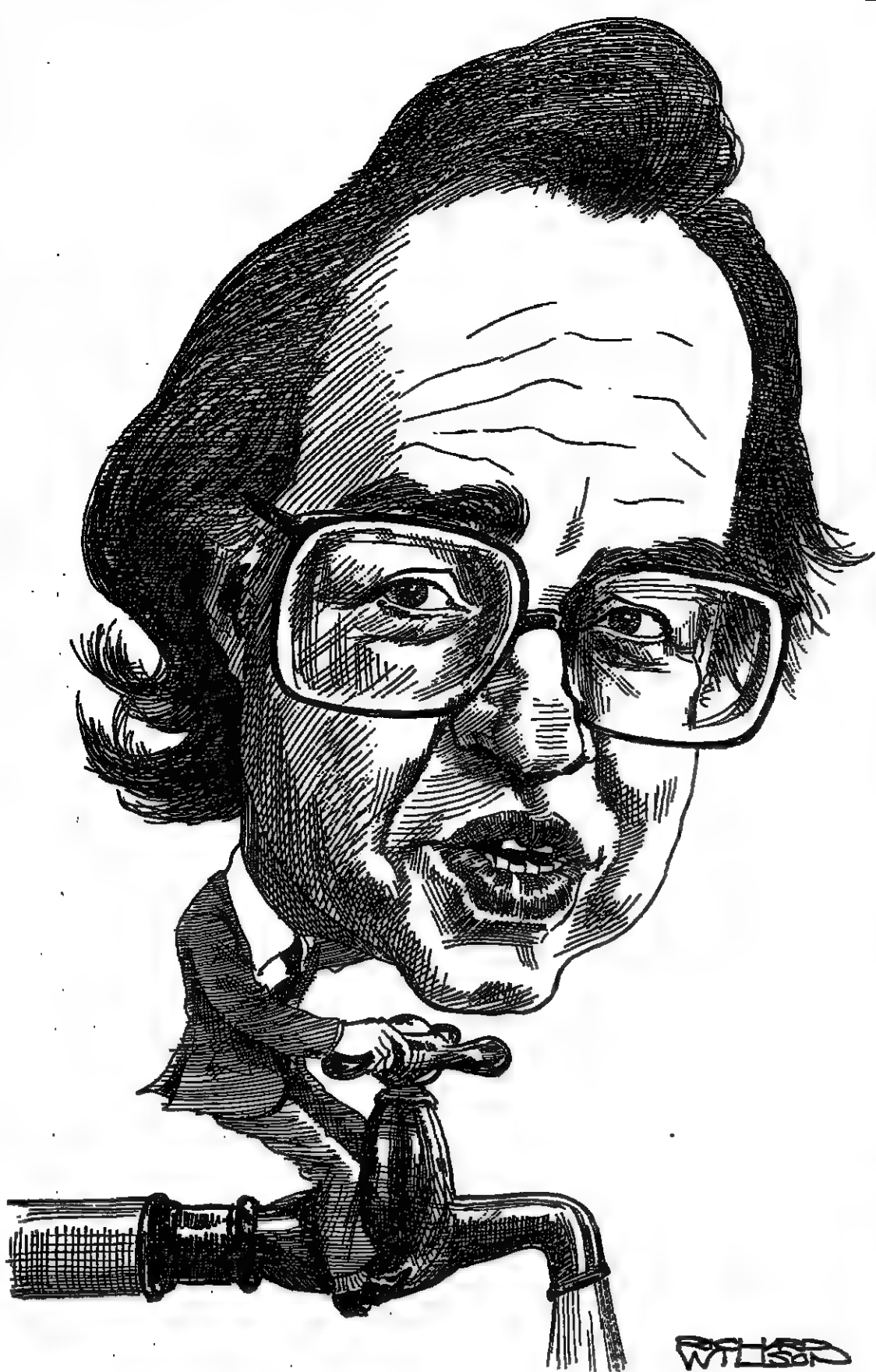
initiated the City-shaking DTI inquiry into Guinness, yet to come to its full conclusion, but made even more of a mark by piloting through the Commons the following year the immensely complex Financial Services Bill.

Howard's unflinching grasp of the most abstruse measures of legislative detail, his skill in debate and his sheer drive quickly made him a Parliamentary figure whose talents simply could not be overlooked, and in 1987 he moved up and across to the Department of the Environment with the rank of Minister of State where he employed his skills to help the Community Charge through the House.

Next Howard did the job no-one wanted to take on — selling water — and his professional skill saw him through triumphantly. But it is this very professionalism which is at the heart of what may be political vulnerability. He is a reticent man, virtually unknown to the public, and it is hard to see him establishing a high public profile. He is courteous and polite, but one does not sense warmth. He is a world away, for example, from the other Minister of State at Environment, the bluff and forthright David Trippier. Howard is not clubbable. He is not thought of by many Tory MPs as "one of us".

Steadily brilliant, tough, and ambitious, he is likely over the next decade to be in line for the highest offices. But to tip him, even after such a meteoric rise, as a future contender for the most senior job of all may be wide of the mark. His skills are those used best in the House of Commons and the machinery of government rather than in wooing the voters. Whatever happens, though, Howard's epitaph will most definitely not be that of one whose name was writ in water.

Michael McCarthy



It might be said that the tide in the affairs of men, which, taken at the flood, has led Michael Howard on to fortune, has come out of the humble household tap.

The surprising success of what was potentially the most difficult of the Government's privatizations — water — has undoubtedly contributed to the sudden elevation to the cabinet of the fluent and assured lawyer as Norman Fowler's successor as Secretary of State for Employment.

As Minister of State at the Department of the Environment, Howard, aged 48, was responsible for steering the controversial Water Bill through Parliament and could naturally claim much of the credit when the public share issue last month was oversubscribed.

But H₂O or no H₂O, Howard was on course to secure a cabinet seat before long, having been marked out as a high-flyer since election to Parliament as MP for Folkestone and Hythe in 1983.

Not only a legal mind of formidable skill, in the front rank of his generation at the Bar — he took silk in 1982 — he is also very much the type that Margaret Thatcher has singled out for advancement. To call him anything as vulgar as a self-made man might produce a brief howl, but it remains true that his background is meritocratic.

His father ran a shop selling women's fashions in Llanelli and the young Howard attended Llanelli Grammar School. There, among the preponderance of fiery socialists and Welsh Nationalists, he was radicalized to his own right-wing views by Suez. Britain had an excellent case for taking on Nasser's seizure of the canal, he believed. "I remember being most disappointed when we withdrew," he later said.

He took his politics with him to read economics, and then law at

Peterhouse, Cambridge, where they took up so much of his time that he secured only a lower second. He was president of the union in 1962 and on the union debating team which toured the United States in 1963-64. He was very much a part of the Tory political set, particularly close, and serving as best man, to the current Chief Secretary to the Treasury, Norman Lamont. But he was distinctly trendier than traditional young Tories of the Macmillan generation, displaying a lively interest in the cinema — especially American horror movies.

He is also alleged to have demonstrated remarkable perspicacity in prophesying great things for an unknown pop group low down on the bill at the Cambridge concert of the American singer Neil Sedaka, named The Beatles.

His legal career took off long before his political success. Specializing in employment law and planning appeals, he demonstrated an easy mastery of complex detail in cases like the inquiries into the Sizewell B

nuclear power station, and the Okhampton by-pass, and by 40 was rich enough to become a member of Lloyds.

His personal life also flourished after he met Sandra Paul, a model and one of the best-known faces of the Sixties, whom he married in 1975 and who has become an accomplished political hostess, besides bringing him a son, a daughter, and a stepson.

Politically, however, he languished, with the safe constituency remaining unfound for 16 years from the date of the first seat he fought. That was the 1966 election where he challenged Labour in Liverpool, Edge Hill. He repeated the exercise in 1970.

It was not until 1982 that he was duly rewarded with Folkestone and Hythe, entering Parliament at the general election the following year.

It would not be hyperbole to describe his subsequent progress as meteoric. He began to make his ministerial mark within two years, becoming "Minister for the City" — the Minister for Consumer and Corporate Affairs. As such, he

Gazing into my crystal ball, I see the art market unfolding before me. I see troubled times, with battles between rival auctioneers, between collectors, between nations. I see Paris emerging as a centre of operations, and Berlin, a booming centre in the Thirties, coming back to life. I sense fear in London, as its position is threatened. Predictions for a decade are usually wrong. But when it comes to the Nineties, one thing is certain. The art market will be transformed by the lifting of the Iron Curtain, and the opening of the European Community. The main issue is geographical. Which city is going to attain the status of auction capital of the world? The Eighties saw New York overtaking London in terms of auction earnings (£803 million



Sarah Jane Checkland

at risk are British dealers, many of whom depend for their livelihood on impulse buys by wealthy clients strolling through London's West End. Most dealers are monolingual and many are not "networking" enough, as Sir John Harvey-Jones, the former chairman of ICI, pointed out at a recent dealers' dinner. He said that unless dealers forge liaisons with their counterparts on the Continent, seeking out goods on each other's behalf, they would soon be overtaken by multilingual rivals. With top quality goods becoming increasingly rare, only the fittest will survive. But the biggest threat to auctioneers is taxation. Currently, the British art market is in a unique position, whereby VAT is only payable on the buyer's premium of any lot

London falls under the hammer

sold at auction. Likewise, there is no VAT on the import of antiques and works of art. Soon either the rest of Europe will be brought into line with us, or a common, Europe-wide system adopted. At the moment, the British system appears to be gaining ground. But it is anybody's guess which city will become Europe's art capital. Paris has

courage and perseverance of a number of new auction houses. Having curtailed its international base at the end of the Eighties, bringing staff back from New York, and buying up a network of branches from the Prudential, Phillips looks set for the future, while Robert Brooks, the car auctioneer who deserted Christie's to set up on his own in London, is likely to establish himself.

Paradoxically, as the art market becomes more global, it appears in some respects to be growing more nationalistic. The close of the Eighties saw strong Southern American buying of Mexican paintings, strong Spanish buying of Spanish paintings and so on. The impact of the Japanese, powerful new players as the decade closed, is set to continue, but on unpredictable lines. Perhaps their taste will

become more Western, under the influence of European and American dealers. On the other hand, the market may see strange distortions, as artists like Laurencin and Foujita, out of favour with Europeans, overtake traditional favourites such as Rubens.

Following the "Pontormo effect" — the boost to the Old Master market after a painting of Cosimo de' Medici by the Mannerist artist of that name fetched £12 million in New York last year — prices in this category are likely to continue to rise.

An area requiring improvement is the protection of our own heritage. Because of the rise in market prices and the corresponding inability of our museums to pay for important items, the current system of temporary stop while museums try and raise the funds is

widely considered to be out of date.

According to Article 36 of the Treaty of Rome, which says that each member country will be allowed to apply its own rules in the case of "national treasures", this state of affairs could continue, getting gradually worse for Britain.

In a seminar last November, however, Mr Richard Luce, the Arts Minister, for the arts said: "Unless we are prepared to see any work of art, however important, move into Europe without any documentation, we will almost certainly need to adjust our control mechanisms."

The best workable solution would be for him to establish a list of works of supreme heritage importance which can never be exported, and then let the rest of the market flow freely.

Sixty glorious years (7,7)

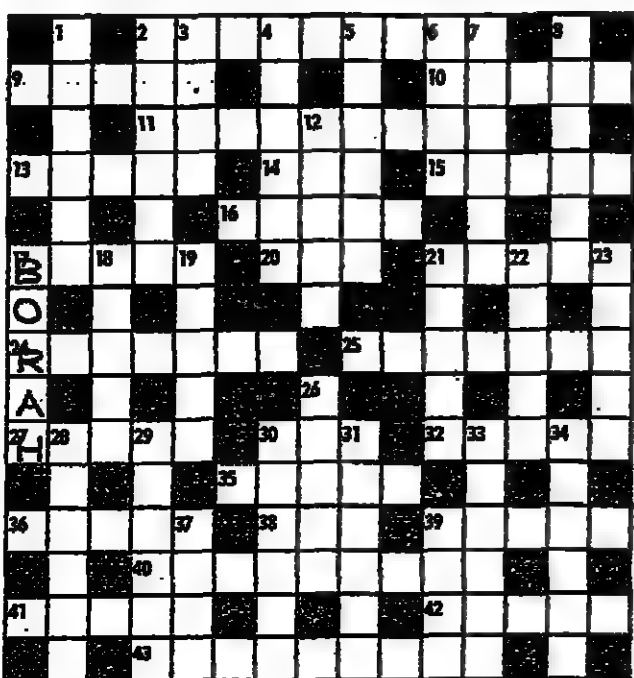
February 1 will mark the diamond jubilee of *The Times* Crossword Puzzle and readers may like to see how the puzzle has changed. The puzzle (below left) was No. 9, published on February 11, 1930. The puzzle (below right) is a new one, but both have the same answers. The answer to 17 down is the name of a now-forgotten American senator, but does not lend itself to a new clue. The solution will appear in *The Times* tomorrow. This is also the 20th year of our national crossword championship and the eighth to be held under the sponsorship of Collins

Dictionaries. The qualifying puzzle, which will appear next Thursday, must be solved correctly by all who wish to compete. The difficult eliminator puzzle will appear on February 15. The six regional finals are: Glasgow, Stakis Grosvenor Hotel February 25; Leeds, Queen's Hotel March 4; Birmingham, Grand Hotel April 29; Bristol, Hilton International May 13; London A and B, London Hilton, Park Lane June 2 and June 9. The national final is on September 8. John Grant Today's crossword, page 22

THE TIMES CROSSWORD PUZZLE NO 9

- ACROSS**
1 Sister Sue's war-work was temporary.
9 Out at this is down and out.
10 Bird-seed.
11 It would not be very singular if fishermen danced to the instrument which is in the plaid here.
13 A way the heavens have.
14 This is the limit.
15 This is where calves are lions.
16 "He only does it to — because he knows it tastes".
17 This is most attractive when it's groaning.
20 The noisy part of the meal.
21 Common kind of resort.
24 There's not a better likeness.
25 Might be Mar's own nectar (cupcake).
27 Of the cold or the old.
30 May be attached to a staff.
32 A plummy country.
35 An old medicine bottle.
36 A joint transaction.
38 12 down a little shorter and more formal.
39 Last.

- 18 A bet on this gives all the letters you require.
19 13 across appropriately might help you here.
21 Crowd, all in order except the leader.
22 Famous for perfume, song and horses.
23 Often lost or stolen; yet one is glad to meet somebody after one's own.
26 Its coats are of many colours.
28 You can't see through this sort of thing.
29 Examine critically.
30 Some of your money back.
31 Can I Ma? (Amag).
33 He'll grow up and be served with mayonnaise.
34 European capital.
37 The heart of a cheese.
39 Barometrical optimism.



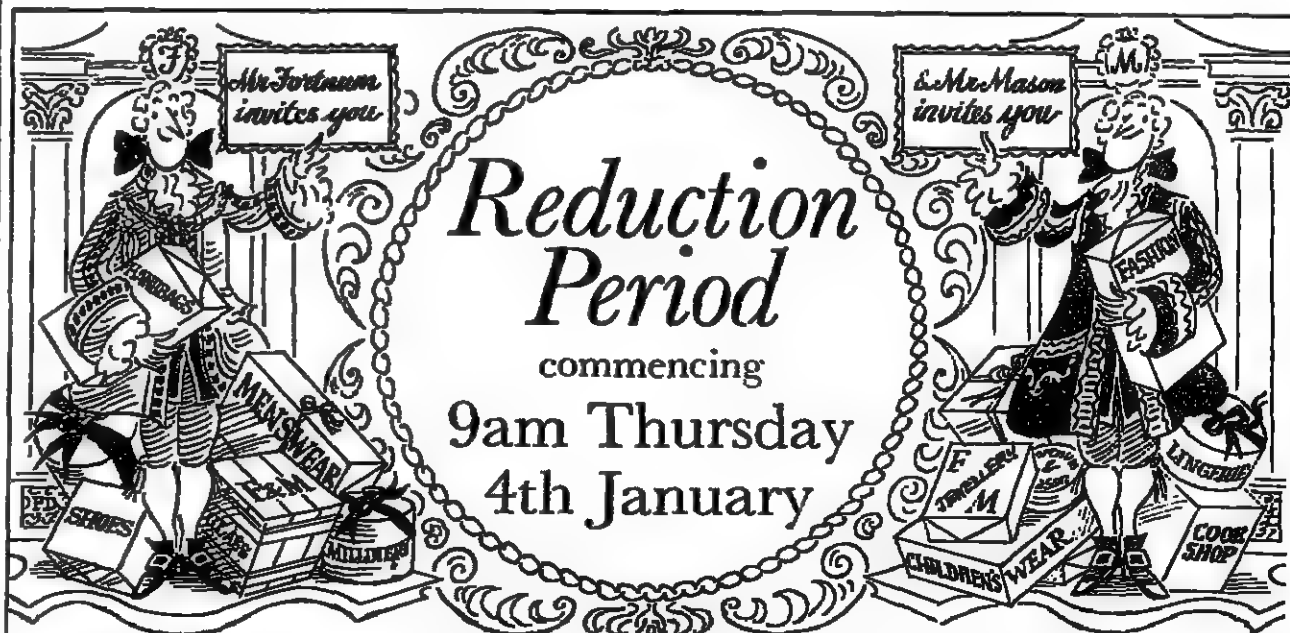
- DOWN**
1 January is now.
2 Wine, proverbially, is this.
3 One who seems to be wasting this might benefit by going it.
4 Stretch out.
5 This place terminates in the middle.
6 What 10 across foretold.
7 Fight.
8 Bright.
12 Miss Laurie.
17 American senator.

60TH ANNIVERSARY PUZZLE

- ACROSS**
2 Manage somehow to run up a dress (4-5).
9 Trouble below the joint (5).
10 Member of old priory college is a bore, they say (5).
11 Pair clicking at dance (9).
13 This way is not clear (5).
14 Point gets wind up (3).
15 Elizabeth's favourite county (5).
16 Harry in any case is not out (5).
17 Provide meals for the directors (5).
20 Dundin's lack of sand causes row (3).
21 Waste piece of land growing shrub (5).
24 Duplicate souvenir article about cup final (7).
25 Wine butt returned to George Augustus (7).
27 Ancient grizzled (5).
30 River no distance away from aromatic plant (3).

- 32 "I am dying, — dying" (4 and 5).
35 Small boy clutching a small bottle (5).
36 It's said to produce small neat cut here (5).
38 Her name is on the article (3).
39 Top decoration one missed in the end (5).
40 Spitting language is nearly all indecible material (9).
41 Kept discipline with lines (5).
42 Spring publication (5).
43 Parish priest on the wagon having medical treatment (5-4).

- DOWN**
1 Second half result I first discovered this January (6).
2 The nature of wine in the Bible — or coffee, say? (6).
3 Absent from a course (4).
4 Former minister to carry on (6).
5 Horse with tail pointing towards one in London town (6).
6 Notes of doom (4).
7 Scuffle for drunken slut's cigarette end (6).
8 Bright solution of clue on Holy Writ (6).
12 Musical orphan (5).
18 A Greek star (5).
19 In Myria, Dorcas set up shop (5).
21 A big crowd in the audio sense (5).
22 A qualified artist could get by in the old Middle East (5).
23 A ticker for one in a suit (5).
26 Order pista cream, perhaps (5).
28 Doll-witted, unlike 8 (6).
29 Have another look at this magazine (6).
30 Church about to execute a volte-face? (6).
31 Married a renegade frigate — how mad! (6).
34 Fish in the sea only once (6).
36 Publicity shakes European capital (6).
37 Dead beat's old poems (4).
39 Blonde — just! (4).



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Fashion Accessories (1st & 2nd floors)			Selected Baccarat Gifts	One third off	
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THE STATUS OF TEACHERS

Cardinal Basil Hume sounded like the headmaster he once was when he said yesterday that the teacher was the key to educational reform and progress. The cheers of 440,000 teachers must still have been ringing in his ears when he went on to say that their pay was too low but that market values were an inadequate yardstick.

In spite of the cardinal's warning, it would be wrong to ignore labour market considerations in the determination of the right level of teachers' pay. When the employer is in some sense the public, as in the case of the state education system, there is some danger that the signals being sent by the employment market may not be properly understood.

The signals in the case of teachers' pay — especially the evidence that one in six state school posts are vacant and likely to remain unfilled — tell us that the time has come for a broad review of the status and remuneration of teachers. It is the workings of a free market in employment which is squeezing them out of classrooms into better paid and more rewarding jobs. The appropriate market response is to improve their conditions and encourage them to resist those attractions.

Pay must necessarily to some degree determine social status. That of the teaching profession has been allowed to dip too low, representing an insufficient appreciation by society at large of the importance of the work they do.

Social status and pay also help to form attitudes and ethos. It is not in the interests of the nation or its children that their education should be in the hands of staff who are disgruntled. A sense of being undervalued may alienate them from the values of the community they serve, in extreme cases even leading them to adopt militant left-wing political attitudes.

Better paid teachers would be more contented, would tend towards a more settled view of society and would therefore be more representative of the attitudes and values of the parents whose children they teach. Teachers ought to feel that they have a stake in the growing prosperity of the nation, and hence a stake in its continuing.

Before the unions rush to congratulate Cardinal Hume for his support they should reflect on the extent to which they are to blame for the sorry state of their members. Status is not something that can be issued like a coat of armour to protect the wearer from criticism or change. It has to be earned the hard way, by personal example, and it can be very easily squandered.

A few teachers lost it for their colleagues in the industrial action which spread through state schools like so many bush fires in the

early 1980s. Gradually, as government and unions have abandoned megaphone diplomacy, the damage has been repaired. The education reforms have been generally well received by parents. The automatic rejection by the unions has given way to reasoned debate.

The old battles are lost and won, although Cardinal Hume refought some of them at the north of England education conference in Newcastle upon Tyne last night — an unnecessary diversion from the main thesis.

There is a convincing case to be made for improved pay and conditions, but it will be harmed if there is continued carping on fringe issues, like city technology colleges or the right to opt out of local authority control. Teachers will improve their status by remembering that they are members of a profession. One mark of a professional is the ability to control and regulate his own professional affairs. The teachers still have to demonstrate that they are able to make a good job of that.

As teachers have grappled with the reforms and the undoubted pressures they impose, so the Government has become less strident, more ready to praise than to blame. It still has one major step to take.

Statistics are the ruin of many a good argument. The Government reckon about 1 per cent of the profession leave early every year; other studies say it could be more than twice that. Whatever the figure, it is too high, especially as it includes many highly-trained teachers who have been wooed into better paid jobs outside the classroom. The Government seems unwilling to accept that obvious link.

Nobody ever entered teaching for the money, but it should be enough to enable young teachers to buy a reasonable home and to allow those with young families to stay with the job and not be subsidised by their partner or forced out of the profession by lack of cash. The teachers are beginning to show that they are once again earning the respect of parents and even the Government. The Government should recognize in turn that status is linked with pay, that it believes in the teachers and that it is prepared to reward them accordingly.

The limits of the 1990 pay award have already been set. When Mr John MacGregor, the Secretary of State for Education and Science, visits Newcastle tomorrow, he should show that he is ready to play his part in restoring teachers' morale. That means paying them more. More pay does not, however, necessarily mean more pay for everybody regardless of quality or the needs of a school. The unions will have to accept the notion of differential pay. It is the only way of attracting excellence — and keeping it.

SOUND AND FURY

Not since the days of the "bare knuckle fight" with the CBI has the Government fallen out with business in such grand fashion as it has over the introduction of the uniform business rate. It is hard to counter the arguments for the change. It will finally do away with the inequity under which businesses operating from similar premises in comparable locations can find themselves paying vastly different rates on either side of a particular local authority boundary.

The logic of a countrywide rating revaluation, coupled with the phased imposition of a uniform rate irrespective of local boundaries, is unassailable. There is even, from the Conservative standpoint, a strong political logic in taking away the power of poor, high spending, boroughs to impose such a high level of business rate that it cripples those businesses which cannot move and drives away those that can. The political goal of stripping "looney left" councils of even more of their power has moved a little closer.

At the same time, there have always been political disadvantages, the main one being that whenever so radical a change was introduced, there would be winners and losers. The losers were always bound to kick up a stink, while the winners would keep quiet and get on with their business.

Small businesses, their owners for the most part pillars of conservatism, already feel under attack from high interest rates and the consequent downturn in the housing market on which so many of them rely. Those in the

south now feel that attack has turned to persecution. From barbers' shops to bingo halls, from department stores to dairy depots, the rates bill is going up sharply, often multiplying two or three times. They warn of dire consequences.

There is no doubt that the rises will be uncomfortable for many businesses and ruinous for a few. Many are already having a hard time, and the rate rises may simply prove the last straw which breaks them. But if it had not been the rates, it would probably have been something else.

Assertions that the increases in rates will have to be passed on, adding to inflation, also need to be treated with caution. Small businesses usually work in highly competitive markets, which restrict their ability to pass every cost increase on to the customer. Large businesses such as Harrods are making a lot of noise, but the annual increase in rates is only a tiny percentage of the store's takings yesterday, the first day of the sale. And it is hard to believe that the extra £200,000 a year which Shell will be paying at its Adelphi building will raise the price of petrol at the pump.

Positively, the new system gives the less affluent north a location advantage over the more vocal south, which has enjoyed the greatest fruits of the last decade. It is that very affluence which is now reflected in the increase in rateable values in the first revaluation for 17 years. Perhaps businesses in the south should count themselves fortunate that they have got away with paying low rates for so long.

GOOD QUESTION, WRONG ANSWER

Judge James Pickles, never fearful of controversy, has been under fire for remarks he made in court. Some of the criticism, like the judge, appears off target.

Miss Tracey Scott, aged 19, was sentenced to six months youth custody after pleading guilty to 10 charges of theft at the store where she worked as a check-out operator. The case was heard in Wakefield last November but sentencing was deferred. The judge wanted to ensure that Miss Scott could keep her 10-week-old baby with her.

What brought him widespread coverage, however, were the comments he made when passing sentence. It appeared, he said, that Miss Scott had conceived her baby after the offences first came to light. "I am not saying", he explained, "that she became pregnant deliberately in order to evade custody, but you see my point. Would it be right to let young women know that one way of possibly avoiding custody would be to deliberately become pregnant between the time they have been detected committing a crime and the time they were sentenced?"

That is a rhetorical question to which the answer must obviously be no. But it remains an unfortunate comment, since it implies that he was sending her to jail for this reason. Not surprisingly, given the publicity it has attracted, the Lord Chancellor's Office has asked to see the papers in the case.

It seems right that a young mother sent to jail should be able to take her baby with her. No arrangement can be ideal in such circumstances, but in most cases it must be better that

this "loving bond" (as the judge himself called it) should be preserved. To that extent Judge Pickles is to be commended for ensuring that a mother-and-child "vacancy" was found.

Miss Scott's baby, however, is almost a side issue — and so are Judge Pickles' remarks. If she had been convicted of a violent crime or had a long record of offences of any kind, few might have quarrelled with the decision to imprison her, whether or not she had a baby to look after. The issue for the Lord Chancellor to consider is whether she should have been sentenced to youth custody, baby or not.

This is not to minimize the scale of her offences. It has been estimated that by allowing customers to take goods out of the shop without paying for them she helped to cheat the company of £4,000. No one is questioning that she should be punished. For a 19-year-old girl to be jailed for a first offence, however, sounds harsh, and inappropriate for the offences committed. No satisfactory explanation has been offered of why some form of community service was not imposed.

Judge Pickles provoked controversy last year when he jailed a young Bradford woman for contempt after she refused to give evidence against her estranged boyfriend. That conviction was later quashed by the Court of Appeal. Judges have to decide on the merits of each case and cannot be too constrained by general criteria. They sometimes have to make judgements based on instinct and experience. In the absence of any evidence to the contrary, however, Judge Pickles' decision again needs questioning in this case.

A lack of trust at Stonehenge

From the Chairman of English Heritage
Sir, Mr Rollo Maughling's letter (January 1) asks English Heritage to reconsider the decision not to open Stonehenge at the time of the summer solstice in June this year. He suggests that considerable thought has already gone into preparing proposals which might enable the monument to be open at that time.

As Mr Maughling acknowledges, it is the wish of English Heritage to move towards circumstances in which it will be possible once again to allow access for members of the public at the time of the summer solstice. We made considerable progress in that direction in 1987, which was brought to an end by the violent scenes which took place in 1988.

With considerable reluctance, and on strong police advice, we therefore took the decision to keep Stonehenge closed in 1989 and, again having consulted the county council and the police, to repeat that in 1990.

As the travellers and their representatives know, many interests besides English Heritage's are involved in and around Stonehenge, in particular the National Trust, which owns much of the surrounding land, the local authorities, the police, and other local landowners. Despite the good will of English Heritage, I can see no prospect of a peaceful event until the trust of the local authorities and the community has been established by the travellers and their representatives. At the moment that trust is certainly not there.

As far as English Heritage is concerned, I will certainly look at any proposals which come forward from Mr Maughling with an open mind, in the hope that they might come to fruition in a future year, if not in 1990. Meanwhile, I do urge most strongly upon him and his colleagues the need to establish by whatever means they can the trust and support of the people of Wiltshire.

Yours sincerely,
MONTAGU OF BEAULIEU,
Chairman, English Heritage,
Fortress House,
23 Savile Row, W1,
January 2.

Ordeal by music

From Sir Anthony Kershaw
Sir, In your leader of December 30 you say that the harassing of the Vatican mission in Panama by playing very loud music outside it is not illegal. I disagree.

Article 22 of the Vienna Convention on Diplomatic Relations places a "special duty" upon the receiving state "to prevent any disturbance of the peace of the mission or impairment of its dignity".

I cannot imagine anything more likely to have made work at the Vatican mission impossible than blaring pop music at it 24 hours a day.

Yours faithfully,
ANTHONY KERSHAW,
West Barn, Didmarton,
Bamington, Avon,
January 2.

Retail competition

From Mr Douglas Vernon
Sir, Mr Michael Rubinstein's defence of the Net Book Agreement (December 29) is simply humbug. Should legislation be proposed to empower solicitors to dictate levels of fees to barristers one can imagine the howls of anguish from Mr Rubinstein's colleagues; and yet surely representation in a court of law is every bit as crucial to civilised life as the publication of books.

If publishers are to continue to be allowed to dictate to booksellers a retail price for their wares which gives them a quite inadequate return on their investment money, time, and expertise why should not the same right be given to authors, to say nothing of printers? If logic can be found to exist in one set of restrictive practice, why not another?

The truth is that the NBA perpetuates mediocrity in book retailing and will continue to do so as long as the law allows.

Yours faithfully,
DOUGLAS VERNON,
The Victorian Gallery,
16 Bugle Lane,
Victorian Arcade,
Shrewsbury, Shropshire,
December 29.

Postal delays

From Mr P. J. Howarth
Sir, Mr David Buchanan (December 29) may like to know that the British postcode system, unlike many foreign code systems which merely route the mail to the correct town or district, is designed to help sort letters efficiently at every stage of their journey — right down to the postman's delivery round.

All this is achieved through a special combination of letters and numbers which enable us to keep the code as short as possible.

By using numbers only it would need a code of at least nine characters to do the same job, which is the case in the United States.

Yours faithfully,
P. J. HOWARTH (Director,
Field Operations),
Royal Mail,
148/166 Old Street, EC1,
December 29.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (01)782 5046.

LETTERS TO THE EDITOR

City's denial of an uncaring face

From Mr Michael J. Wade
Sir, It is quite appropriate for Mr Alan Lee Williams to remind us all (January 2) of the plight of many residents in the East End of London. There exists a startling comparison of life styles as between most of those working in the City and their near neighbours in Spitalfields. However, to accuse the City of merely listening politely to appeals for help and then returning to their comfortable desks without further action is, perhaps, a little harsh.

The Lloyd's insurance market consists of some hundreds of organisations operating autonomously in the business of underwriting or broking; the difficulty is knowing how to respond to the needs of our neighbours.

It is important to recognise the conundrum faced by the City firms once this problem is, in fact, drawn to their attention. Many Lloyd's-connected firms are small in size and probably wonder what contribution they could be expected to make. Many of the larger firms, such as Bowings, Sedgwick, and Willis Faber, are already making substantial contributions in their own chosen projects.

At Lloyd's we decided to create an umbrella forum — the Lloyd's Community Programme — which aims to focus thoughts upon Spitalfields (less than a mile away)

and then co-ordinate voluntary action to achieve the best result. The programme enables the smaller firm to become involved in an overall strategy of activity without losing its own identity or creating duplication of effort.

We have chosen to centre our skills in the area of education and training because, if successful, the young Bengalis of whom Mr Lee Williams speaks could become the next generation of "haves" if armed with a relevant knowledge of our business. It is also of benefit to our insurance-market employers who will be able to recruit local youngsters during the 1990s at a time when the demographic trends imply shortages.

The Prince of Wales launched this initiative during February, 1989, and since then over 60 Lloyd's underwriting and broking groups have become members of Business in the Community. It is true to state that we could do more, and I hope that Toynbee Hall will spell out their ideas for the 1990s, via the offices of Business in the Community, whose function it is to match community needs with business brains.

Yours faithfully,
MICHAEL WADE (Chairman,
Lloyd's Community Programme),
Lloyd's of London,
One Lime Street, EC3,
January 2.

Safe refrigeration

From Mr George R. Ayres
Sir, It is both wrong and unfair of Dr Fraser Williams (December 29) to lay the burden of responsibility for inadequate food safety on the manufacturers of domestic and commercial refrigerators.

The situation he describes in his survey of hospital ward refrigerators suggests the use of cabinets which are clearly inadequate for this application. All the features which he recommends, including fan-assisted cooling, automatic defrosting, and externally visible thermometers, are readily available on commercial cabinets which are designed and manufactured in Great Britain.

Hong Kong fears

From the Chairman of the Hong Kong Freedom Association

Sir, Norman Tebbit (report, December 22; letters, January 3) is utterly wrong to oppose right of abode in the UK for our Chinese citizens in Hong Kong on grounds of immigration control. The question of Hong Kong is not one of immigration into the UK, but of our absolute duty to support its citizens, whom we have ruled for 150 years, to live in freedom during the years ahead.

Understandably, many of our Chinese British citizens in Hong Kong are deeply afraid for themselves and their families after 1997. If things go seriously wrong and the mainland communist government begins to exert tyrannical pressure upon individuals in Hong Kong (for whatever reason), they want to be able to leave, not as refugees, but as British citizens freely able to emigrate to Britain. That is why they have called for the restoration of "right of abode" in Britain taken away by our 1981 Nationality Act.

So far, the British Government has responded by vague reassuring noises about coordinating an

Jury service

From Mr Ian Newton
Sir, It may be that his Honour Judge Starforth Hill (January 1) has missed the point. What is at stake when willing jurors and their colleagues at work are put to such inconvenience is not the freedom of the defendant to plead guilty at the beginning of his trial, but the perception of society at large as to the efficiency of the legal system as a whole.

What is needed is a final opportunity for the defendant to respond to the charges on one day, and for the jury to be assembled if required the following day to hear the case. It is only convention that puts the convenience of the jury last, after that of the legal profession.

For many of us jury service is the only contact we have with the process of law. It is difficult to believe that any other business would survive if it involved so many in waiting around so fruitlessly for so long, and such discourtesy to those who were giving their time for nothing.

Yours faithfully,
IAN NEWTON,
Crescent House,
6 Horton Crescent,
Rugby, Warwickshire,
January 1.

Computer-speak

From Dr Elizabeth Sacks Chase

Sir, Those among us who like to believe that Americans have assigned English an even lower priority than ourselves may be surprised to learn that prose style and structure have consumed our transatlantic friends for some years.

The North American university system accords high importance to writing for undergraduates. PhD candidates in English departments receive as part of their teacher-training a thorough grounding in prose stylistics which they transmit to undergraduates in all disciplines as "English composition". This subject is rightly considered an integral element of education.

Mr Chenevix Trench (December 30) supports the Prince of

I suggest that the problems rest not with the manufacturer but the consumer, whether housewife or public authority, who is frequently concerned primarily with price.

The words of John Ruskin, printed on the cover of my recent *Fridgidaire Price and Product Book*, still summarise the situation:

There is hardly anything in this world that some man cannot make a little worse and sell a little cheaper, and the people who consider price only are this man's lawful prey.

Yours faithfully,
GEORGE R. AYRES (Director),
Norpequip Ltd,
Mersey House, 220 Stockport Road,
Cheadle Heath,
Stockport, Greater Manchester.

International relief effort for Hong Kong in the event of a real crisis after 1997. However, our association thinks that the Government must:

1. Restore British passports to all its 3.25 million British Hong Kong citizens.
2. Encourage other democratic countries to give passports to non-British citizens according to an agreed formula (possibly up to 1 per cent of their present populations).
3. Democratised the Government of Hong Kong before 1997.

The effect of these measures would be to provide strong international support for all the citizens of Hong Kong. Whilst all could theoretically leave the colony if they wished (surely a fundamental right in any civilised society) the Chinese Government would have the strongest possible incentive to encourage them all to stay in Hong Kong by scrupulously respecting their autonomy, as promised in the Joint Declaration of 1984.

Yours sincerely,
MICHAEL SHORT, Chairman,
Hong Kong Freedom Association,
8 Grange Road, Cambridge,
January 3.

Unwilling traveller

From Mr Heric Kenyon
Sir, The day before yesterday was my 89th birthday. Yesterday I boarded a train at Woking to travel to Brockenhurst.

At Brockenhurst I was the only leaver at my door, but before I was able to get a helpful passenger to show me how to open it, the train started and I had to accompany it to the next station.

Going back cost me a £7 taxi fare.

Yours truly,
HERIC KENYON,
Wayside Cottage,
Garden Road,
Burley,
Ringwood,
Hampshire,
December 30.

Faithful friends

From Miss Eve Norrkey
Sir, Bernard Levin's eulogy (January 1) of his beloved watch and typewriter reminds me that I, too, have cause for commendation.

In 1960 I bought an aluminium coffee percolator for 9s.11d. (about 50p). It has withstood the ravages of several house moves, together with sundry scorchings and near annihilation on a variety of gas and electric cooker-tops.

Time and again

From Mr Charles F. Wilson

Sir, Mr Harrison (January 1) will be pleased to learn that I am posting on to him a simple calendar I devised some years ago which indicates the days of the week over a period of about two centuries.

Thus he will be able to see that a current diary will be valid for the year 2001 and likewise a 1991 edition will come good again 11 years later, but unhappily the days of 1992 will not repeat themselves for 28 years, although that interval will not be as long as his ancestors experienced in 1884, when the calendar remained unique until 1924.

Yours faithfully,
CHARLES F. WILSON,
Augusta, 14 Royal Chase,
Tunbridge Wells, Kent,
January 1.

Good will in a biblical context

From Professor Emeritus J. N. Birdsall

Sir, Your correspondent, S. W. Bailey, writes (December 28) about the form of the angelic words "Peace on earth to men of good will" displayed on the White House. He describes it as "a slightly unorthodox rendition".

I cannot discover from which modern version the form is taken, but it was found in Wicliffe's translation (1380) and the Rheims Bible (1582). These were both translated from the Latin Vulgate. This, in its turn, was revised with Greek manuscripts in view. For the last hundred years or so we have known Greek manuscripts which confirm St Jerome's adherence to this text.

The difference in Greek is small. The text which puzzles Mr Bailey has an additional letter, changing the nominative *evdokia* to the genitive *evdokias*. All later manuscripts have the nominative and from this we get the familiar "good will towards men". The text with the genitive is that which the majority of competent scholars would accept today.

But the problem is not in the rendition, but in the meaning of the word rendered "good will", which the English unfortunately completely obscures. The angelic hymn does not either command us to show our human good will towards men, nor does it proclaim peace to human beings who have such a human quality. It is a word which, when traced in the Old Testament in Greek, generally means God's favour or elective choice of men. Two passages in the Dead Sea Scrolls have revealed the Hebrew and the Aramaic of this otherwise unattested phrase and clarified this meaning.

Thus, whichever text we follow, the words of St Luke, ch. 2, v. 14, are a message, not about human moral endeavour, but about God's initiative of salvation. They exhort us to look to the divine help for our peace, and to give God glory for it. The New English Bible (1961) and the New International Bible (1974) have tried to get the point by the words "to men on whom (God's) favour rests". The older English form should be rendered "God's favour (is shown) towards men".

If we could get this point across, the true nature of the gospel might be better understood and our quest for good behaviour put on its right footing — namely, the divine transformation of our lives. As it is, we have certainly not got a version "understandable of the people" in either form of text in its usual English versions.

Yours faithfully,
J. NEVILLE BIRDSALL,
75 Stanhope Road South,
Dorchester, Dorset.
December 29.

Classical top ten

From Mr David Chesterman

Sir, Analysis of all symphonies played at the Royal Albert, Royal Festival, Barbican, and Queen Elizabeth Halls and at St John's, Smith Square during 1989 shows that Beethoven remains top with 624, precisely the same figure as in 1988. This includes two points for Liszt's piano transcriptions of Nos. 1 and 3, superbly played by Idil Biret at the Barbican.

Mozart is runner-up with 56. Haydn and Mahler tie with 32 each, but I shall award Mahler an extra quarter because Edward Downes included the discarded "Blumine" movement in Symphony No. 1.

Dvorak follows with 20½, Shostakovich with 18, Schubert with 17½, Tchaikovsky with 16. As in 1988, Mendelssohn and Brahms bring up the rear with 15 and 14.

There is no change in the identities of the top ten. The outright winner is Mozart Symphony No. 41 — 14 times.

Yours faithfully,
DAVID CHESTERMAN,
15 Shire Lane,
Chorleywood, Hertfordshire,
January 1.

Now, at the beginning of its 30th year, it has finally given up the ghost, unlike the watch and typewriter. However, it will not be embroiled in a glass case; I hope it will continue to function by using the outer shell as a container for topping up my windscreen washer fluid.

Yours faithfully,
EVE NORRKEY,
Bethany, 13 Herne Rise,
Ilminster, Somerset.
January 2.

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He will be greatly missed by all his family, many friends and patients both here and overseas.

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man in the dark, who was watching her, and became alarmed at her late arrival at the station. On waiting for the train, she had on waking found that her dress undone and her money gone. Noticing the above, she was also asleep on a bench. When she awoke, she at once raised the matter, and accused him of having stolen her money. He admitted he had taken it from her bank but swore he had not touched the woman or her dress. She noticed the woman or her dress, but when 500

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HEALTH

As the seasonal dash starts for ski slopes and distant beaches, Liz Gill examines some of the dangers of a winter holiday

Some like it hot and some like it cold — but very few of us appreciate a damp and overcast British winter. Consequently, those who can afford the time and money are preparing to escape to the ski slopes or the sunspots. According to Thomas Cook, the top 10 winter destinations for 1990 are Austria, the Canary Islands, France, the Costa del Sol, Majorca, Barbados, Cyprus, Jamaica, the Nile and the United States.

The psychological advantages of a winter break are undisputed; the physical benefits are more questionable, particularly on the ski slopes. Skiers are three times as likely to be injured as sun-seekers, a fact reflected by higher insurance premiums. Last week BUPA announced that it was doubling its medical insurance for skiers this season because "claims have gone through the roof".

Approximately one million Britons go skiing each winter, but numbers are expected to be down substantially this year because of poor snow conditions over most of Europe.

Some resorts create artificial snow. "It is not dangerous in itself," says Camilla Buxton, of the Ski Club of Great Britain. "These machines are now so sophisticated that they can make snow of the appropriate consistency. The main problem tends to be that they are only used on main runs, so there can be overcrowding."

Beginners faced with limited snow should stick to a ski school, she says. "More expert skiers should ensure they wear skis with sharp edges to give them maximum control. And, of course, they shouldn't go too fast."

Norwich Union, one of the leading holiday insurers, says that this winter and last have produced more broken arms and legs and fewer sprains. "The trouble with thin snow is that you get bits of rock sticking up and bare patches. There is less to cushion a fall and more to cause it," spokesman John Garner says.

Europ Assistance, which offers back-up services to holidaymakers in trouble, says that its ski assistance have risen by 36 per cent during the past year, compared with an overall increase of 25 per cent for all types of assistance. John Thompson, assistant general manager in administration, says: "Problems on a skiing holiday are usually to do with the actual activity, whereas sun holiday difficulties are more to do with the weather. You do get diving and swimming accidents, but mostly it is sunstroke, heatstroke, the worsening of a pre-existing condition such as asthma, heart attacks or illnesses like malaria."

Last year the company gave between 17,000 and 18,000 assistance to British tourists, ranging from on-the-spot help by a doctor or hospital to flying a sick holidaymaker home by air-ambulance. Thompson adds: "I don't think skiing is becoming more risky — simply



Beware of the winter break

more popular." Dr Anthony C. Turner, author of the *Travellers' Health Guide* and consultant medical adviser to the Trailfinders tour company, says: "The most important thing for skiers is to be muscularly fit."

"Apart from fractures, one of the most common injuries is torn knee ligaments, which can cause chronic problems. Most injuries are caused by falling badly. You should get into training before you go by going to one of those dry ski slopes. All too often people go skiing who have taken scarcely any exercise beforehand."

Turner used to ski, and is convinced of its benefits. "With luck you get some decent exercise and a life in the open air. You usually get the sun as well, though

you must take care not to get sunburned."

"Mountain air used to be thought to have quite amazing effects — think of all those Swiss sanatoriums for people with tuberculosis. The main attraction nowadays is that it is unpolluted. You should, however, be careful about going too high — above 6,000ft, say — because then you get less oxygen and the heart has to work harder."

"I often think that what people do *après ski* — over-eating, drinking and staying up late — might undo some of the benefits of what they do during the day."

People who prefer warmer climates might be doing themselves just as much good, he says. "Provided you treat the sun with respect. You should always take it in graduated

measures." Gastro-enteric diseases can be a problem, partly because of food hygiene, but also because bacteria thrive in higher temperatures.

A survey by *Holiday Watch?* in May 1987 of 23,000 readers found that, of 42,000 holidays in 29 countries, 18 per cent were effected by illness, accident, theft or mugging.

The most common problem was illness, at 13 per cent, with stomach upsets accounting for well over half of disorders. Visitors to Egypt ran the greatest risk, with 56 per cent going down with some sort of bug, followed by India and Nepal, South East Asia and Gambia. Very few holidaymakers developed a serious illness. Accidents accounted for only 2 per cent of problems.

After stomach upsets, sunburn and road accidents are the cause of most claims from people on warm-weather holidays. The top danger spots for traffic accidents are Yugoslavia and Portugal. According to the Ministry of Transport, in Yugoslavia there are 11.4 road deaths annually per 10,000 vehicles, in Portugal 11.2. In the United Kingdom the figure is 2.4.

According to a spokeswoman for MASTA, the Medical Advisory Service for Travellers Abroad: "Generally speaking, cold climates are less risky than hot ones, in the sense that there are not so many diseases. But the risk also varies with the type of travel. Going to an hotel in a big city would probably be safer than back-packing in a remote rural area."

MASTA will give holidaymakers specific advice according to destination. "It is important to have injections for a particular destination and to be up to date with tetanus and polio jabs wherever you are going," the spokeswoman added.

Extremes of both heat and cold, which make the blood stickier and more likely to clot, increase the susceptibility to heart attacks and strokes, particularly among the elderly. But according to Prof William Keatinge, an expert in the effects of climate on health, heat is on the whole better for the body than cold. "More people die when the temperature falls than when it rises. There is, however, a danger with excessive heat. The threshold of trouble appears to be when it never drops below 17°C in a 24-hour period. Comfort is a pretty good guide to one's well-being." He stresses that you must also be sure to replace the fluids and salts lost by sweating.

At the other end of the temperature spectrum it is dangerous, Keatinge says, to be thoroughly chilled for more than 30 minutes. But he adds: "It is always easier to point out the dangers than the benefits. A good holiday makes you relaxed and lowers the blood pressure. And although we don't understand exactly how, we know that sunlight makes people more cheerful." Indeed, a small group of people suffers from SAD (Seasonally Activated Depression), which can be cured by exposure to light.

The effects of climate on the body, though long understood at a folk level, are only just beginning to be taken seriously by scientists. For example, Professor Conrad Harris, head of the Department of General Practice at St James's Hospital, Leeds, discovered recently that both depression and arthritis peak in May and November, periods which combine a drop in barometric pressure with an increase in air humidity. He says: "We haven't yet got the faintest idea of the mechanism that might cause this. We are coming to realize, though, that we have thousands of bodily chemicals and rhythms that alter seasonally. It seems there is hardly one that doesn't."

MEDICAL BRIEFING

Dr Thomas Stuttford

More than a passing phase

A jeweller in Marylebone High Street, only a stone's throw from Harley Street, recently questioned the value of the fashion of adding the phase of the moon to a watchface. His, however, is one of the few shops where watches with this information might be a useful buy, for the moon can be as important to the doctor as to the poet.

Such reputable sources as the *Journal of Psychology*, the *BMJ* and the *Journal of Clinical Psychiatry* have all carried reports which confirm the suspicion of every GP that psychopaths are, indeed, more aggressive, schizophrenics more disturbed and the depressed more melancholic at the time of the full moon. At this time of the month, too, women are more likely to go into labour, or those who are not pregnant have their periods.

Doctors at St Mary's Hospital, Portsmouth, and the Freeman Hospital, Newcastle upon Tyne, have studied the effect of the phases of the moon on acute urinary retention in the ageing male. Their research, published in the *BMJ*, indicates that acute retention — when the blocking of the outlet of the bladder by the prostate renders a patient unable to pass urine — can occur at any time of the day or night. It has no relationship to the day of the week, or to the season, but it is significantly more likely to occur at the time of the new moon. Doctors previously believed that acute retention is more likely at weekends, when a bladder is apt to become over-distended with beer while a patient enjoys an alcohol-induced drugged sleep. The statistics from Newcastle and Portsmouth show that there is no increase in the incidence of acute retention on Fridays and Saturdays. Nor could the doctors find a clear-cut relationship with the season — there were fewer emergency admissions in the spring than the autumn, but the difference was not statistically significant. The traditional teaching is that during the cold autumn nights a patient sweats less, and is therefore more likely to experience problems with a over-filled bladder.

Operation teddy Raw facts

Explaining the adult world of medicine to children who have had little experience of doctors and

is morale boosting — even if its ingredients make it an unlikely drink in Edwina Currie's household. Any reservations the former minister might have had about raw eggs would have been confirmed by a report from Dr Markus and Dr Wolfson in the *BMJ*. It deals with a case of osteomyelitis (bone infection) of the skull, associated with a large abscess on the eyelid which was thought to be due to the use of salmonella-infected eggs in the mixing of an egg nog. The 72-year-old patient was always careful to have all his eggs dishes thoroughly cooked, but he was particularly partial to nog made with raw eggs, and the organism found in the abscess was *Salmonella enteritidis*, phase four.

The professor has persuaded the surgeons designated to do the operation to spend time cutting and stitching teddy's tummy, or if it is an old, ragged bear, repairing some existing hole and then bandaging the invalid toy. Anaesthetists also have a role in the professor's play. As part of the pre-surgical routine, they have been asked to rehearse their technique on the teddy bear and then put up the appropriate drips.

Rufio discounts the ridicule his French colleagues have heaped on his teddy bear surgical lists by quoting the shortened recovery time, and the reduced need for post-operative analgesics which his well-prepared patients have compared with those children who wake up surprised and frightened when they find themselves bound like a mummy.

Rufio can be reassured that similar, if less elaborate, techniques were being used by some surgeons at Great Ormond Street 25 years ago when it was not uncommon to find a bodiside teddy bear as a heavily bandaged casualty.

The doctors have concluded that their patient had a sub-clinical infection of the gut which was later carried in the bloodstream to the eye and skull. He made a full recovery, but needed six weeks of antibiotics, first intravenously and then by mouth.

Let us spray Mouth ulcers — aphthous ulcers — are acutely painful and can make eating a misery. *Mims* magazine reports that doctors in Glasgow have recommended that patients with aphthous mouth ulcers should try spraying them four times a day with a Becotide inhaler, such as is used by asthmatic patients. The patients who followed this regime reported that the ulcers were less painful than hitherto.

Cat naps and clean living



CARLA LANE

My overall attitude to health has little to do with food, and more to do with the way I think. You mustn't look in the mirror and think: "My God, the years are going." I believe that almost everything is in the mind, so the beginning is to think healthy, to be excited about nature and the world in general.

I've been a vegetarian for 23 years. I haven't touched meat or fish, not an atom of it, and because I feel like climbing mountains all the time, I'm convinced that there's something good about that. I don't like the way animals are fed, quite apart from the way they're forced to live and die. Even fish are tainted by what goes into the sea. I never buy ordinary biscuits, only those with no animal fats or sugar in them. I drink pure Ceylon tea. Since Chernobyl I haven't drunk water that comes from the tap; I have bottled water. I don't buy fruit and vegetables unless they're organically grown. We've also just acquired an allotment, so that we can grow our own stuff.

I'm not a great or clever cook, but I can sit down very happily to cottage cheese or pineapple, a few almonds, some organic tomatoes, cold organic potatoes, organic lettuce, bits of herbs sprinkled over that, and a piece of wholemeal bread.

I'm not a drinker, not because I object to alcohol — I think it's wonderful — but I'm afraid that after one glass of wine I just go haywire. Up until three years ago I smoked, not heavily — about eight a

day — but I liked my cigarettes and I became very dependent on having one when I was working. Then I decided I should give up because I started to feel it in my lungs. The amazing thing was, I never wanted a cigarette after that.

I don't sleep well at all, that's one thing that my so-called healthy body doesn't give me. I fall asleep easily but I wake very quickly, and I'm tossing and turning and thinking. For years I panicked: I used to think that I'd get terrible shadows under my eyes, I'd be unhealthy and look awful — the vanity! I realized eventually that it wasn't going to harm me at all. So now I get up and cuddle the odd cat — any cat that's passing through the bedroom; I've got seven of them.

I don't do exercises except for raising my feet 50 times every night, which I've done since my boys were born; they're in their early thirties now. I absolutely love chocolate-covered peanuts and raisins, jelly babies, wine gums, and liquorice allsorts. But I feel that because everything else is so strict I can afford to go raving mad on these things. I suppose my philosophy is to go easy on 90 per cent of things and mad on the other 10 per cent.

Health is the one thing that we should be grateful for, because the rest will follow. If you've got it, the whole world is out there for you, to shake by the throat until what you want drops out.

Interview by Pamela Novick

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BOOKS

Peter Ackroyd on a rediscovery of the old English taste for reading about juicy murder and scandal

Victorian shock horror

GLYNN BOYD HART



BLACK SWINE IN THE SEWERS OF HAMPSTEAD
Beneath the Surface of Victorian Sensationalism
By Thomas Boyle
Hodder & Stoughton, £15

It is not so shocking to us now that the Victorians had a lower half to their bodies, and only someone brought up on a diet of three-volume novels from Mudie's Lending Library would actually believe that the men and women of the 19th century were really very priggish, or hypocritical, or repressed. The mistake began with Strachey's *Eminent Victorians* or, rather, from a misreading of that eminently slight volume — but, ever since, this particular Aunt Sally has been set up so that it can be knocked down by the latest academic or journalist who has discovered that the Victorians were human, after all. Never mind that the merest acquaintance with Mayhew or Crickson would be enough to persuade even the most pedantic researcher of that fact; never mind that there has been something of an academic industry in the last few years devoted to exploring the "dark side" of the 19th-century psyche. Here is another American professor who has discovered that murder, rape, and sexual excess were as characteristic of people then as of people now.

Black Swine in the Sewers of Hampstead is a study of what Mr Boyle calls "sensational", a phenomenon that he traces from the newspaper accounts of the mid-century to the very fashion in literature which, in his analysis, succeeded them. Transvestitism; adultery; abortion; child abuse; multiple killing: these make up the very shape and spirit of the moving age. No doubt many readers enjoy a good murder and even a good sexual scandal but, despite the lurid title of his book, the author's real subject is not so much the nature of these offences as the way in which they were publicized in the 19th century. He has rediscovered the yellow sections of the yellow press, and through a variety of quotations and extracts charts the increase in the more sensational reporting of crime. His central argument seems to be that incandescent journalism of this nature called into question "such matters as respectability, scientific progress and religion". That is, to say the least of it, unlikely — and only emphasizes

the dangers of extrapolating from one phenomenon in order to explain an entire period. Very few people at the time fully believed in the shibboleths that Boyle advances here and, in any case, it could just as plausibly be argued that the salacious reporting of crime actually confirmed the 19th-century reader in his or her general sense of well-being and security. There is nothing like a cold wind outside to emphasize the warmth

emanating from the domestic hearth. It is hard to believe that anyone questioned the ethos of the mid-19th century on the basis of police reports in *The Illustrated London News*, any more than we condemn technological capitalism as a result of crime news in the *Daily Telegraph*.

But since Mr Boyle has previously written a thesis on the Sensation Novel, he proposes here the neat academic theory that

those particular fictions of the Sixties and Seventies were in large part determined by the newspaper reports of the years before — that the ready availability of press accounts of the more nefarious contemporary crimes invaded the consciousness of the time and changed the very nature of popular fiction. In that sense *Black Swine* is one among a number of books that relate literature to what has become known as "popular

culture", although Dickens would hardly have thanked Mr Boyle for calling *Our Mutual Friend* a Sensation novel.

If there is a truth in what Boyle says, it is one of very long duration — Defoe was as much a journalist as a novelist, after all, and never scrupled to employ the more "sensational" aspects of his own century in his fiction. It is hard, in fact, to think of any period that has not enjoyed murder and lasciviousness for their own sakes. Of course, it may well be true that the English particularly enjoy stories of murder, especially of the more gruesome domestic kind; no doubt it satisfies some instinct of suppressed aggression, but that is hardly an invention of the previous century.

So when Mr Boyle poses the question, "Why do we remember the Victorian age in simplistic, black-and-white terms?", the only answer is that "we" don't. "We" conceive it to be as paradoxical, as muddled, as incoherent, and as tentative as any other time; if in fact there is one constant factor throughout the middle decades of the 19th century it is that of doubt or anxiety, complemented by the signal ability of the Victorians to laugh at the things that they held most dear. And yet the unacknowledged and unanalysed theme of this book is that somehow we, in the late 20th century, have achieved a higher level of awareness or of general culture, which allows us to look with some presumption upon the feeble and vainly glorious posturings of our immediate ancestors. The assumption is that we possess something better or more precious than "Victorian morality" or "Victorian official consciousness", when all the evidence in fact suggests otherwise. One only has to listen to the vacuities of contemporary environmentalists, for example, to realize that our forebears had no copyright in humourless and empty pieties.

Which of course brings the argument back to what ought to be the central point: in some ways the Victorians are unimaginably different from our own selves, and yet there is a certain essential identity that links the centuries. Murder, rape, horror, savagery: these are always with us. They merely change their outward form. This is the central mystery: the mystery of recurrence, the mystery of continuity. That is the real subject, not some daguerotype of Victorian "morality".

Talking shop going places

Adam Fergusson

THE TIMES GUIDE TO THE EUROPEAN PARLIAMENT
Edited by Alan Wood
Times Books, £25

Say what you like about the European Parliament — most people do, after all — in 10 years it has elbowed its way undaunted on to the world political map with speed, skill, and aplomb. Its very existence and, even more, its pretensions are resented by many, probably most, of the Community's national career politicians. It has been described by the Prime Minister himself as "not a proper parliament"; and those who sneer at it for being a toothless talking shop are the first to react against its pronouncements, and the last to allow it any more power. Obviously it is going places.

The Parliament expands in Europe's political consciousness as the Community grows meat and muscle on its bones. Does the head of a government, the general of a resistance movement, the leader of a church, or the president of a super-power wish to speak in Europe? Then he goes to Strasbourg to do it, and his words will echo round the world. The European Parliament is the Community's single public platform where the statesmen, the lobbyists, the Press, and — when their national protests have gone unheard — the frustrated, the down-trodden, and on agricultural occasions the Jacques of the Twelve gather to promote their causes. There the world's Press and diplomatic corps unhesitatingly join them. Such a sounding-board has the Parliament become that, especially in 1989's East European turmoil, it has seemed as much a Continental institution as a Community one.

You will find interesting comments on these developments in the opening essays of the latest Times Guide by those who have watched the Parliament grow. These record how it has acquired genuine teeth — and used them effectively, and responsibly too. They are accompanied by the 1989 electoral results analysed country by country, accounts of the political campaigns and other useful history.

Yet the Guide's main point and utility are the names, the potted biographies, the mugshots of the 518 inmates of the third directly-elected Chamber. More than half arrived for the first time last June. A book that is a *vade mecum* today will be a *sine qua non* for the politically informed tomorrow. As with any parliament, the members of serious political consequence do not stretch beyond a few dozen. But here are the building blocks of which majorities are made; and in an institution where majorities split apart, shuffle, and reform, by nationality, by temperament, or by political persuasion according to the issue, precise knowledge of individual behaviour and group cross-currents is essential for understanding and influencing the process. Indeed, the subtleties of parliamentary consensus and compromise, of the niceties of coalition politics common to most European legislatures, and raised to high finesse in this House where no government sits, offer instructive contrasts to the power-broking, patronage-dispensing whipping machines of

Westminster. Of course there is nothing like a long roster of amazing cosmopolitan surnames for cheering one up. We glance through this one and ask, in our insularity, if real people can credibly bear names like Anger and Blot and Ceci and Fini and Krieps and Lehideux. But of course they can: in the last Parliament there were a Pelikan, a Boot, and a Loo. And you should just hear their comments on some of our entries.

In the earlier years of the directly-elected Parliament, although we didn't bother too much with counting cherry-stones, we concocted most of the couplet for doing so, using the MEPs' names then available:

Linkohr, Taylor, Wolter,
Sehler.
Frischman, Tuckman,
Bangemann...

We used to set the Greek and Italian surnames to the music of *Chopsticks*. And when the Iberians came in we rejoiced in the sheer drama of their cast list, which today still provides female leads of the order of Sra Guadalupe Ruiz-Gimenez Aguilar, or Sra Concepcion Ferrer i Casals. But, in fairness, the Italians can field a Sra Pasqualina Napolitano, the Greeks a Ka Marietta Giannakou-Koutsikou, and the Germans a Frau Godelieve Quisthoudt-Rowohl.

Trivial comments, but they make one serious point. Our honest British Press corps, although far ahead of our Westminster MPs and their political entourage, was slow to see that whereas one should make fun of all politicians, it can be foolish to scorn or dismiss the institutions they inhabit. Like the US Congress, the European Parliament has a crucial constitutional place within a (still limited) political framework. As Westminster so often hates to recognize, it is the only operating democratic filter for Community legislation that reaches into every part of our lives. Hence its reliability and capabilities must somehow be improved. Probably, only when national legislatures are willing to co-operate with that central one is scrutiny likely to be sufficient and in time. Our Press now understands the Community's working procedures pretty well: one cannot say as much for most of the House of Commons. Yet in the Strasbourg hemicycle sit the individuals whom Westminster members are going to have to get to know.

The Times compendium reminds us that, even as the process, the subtleties of parliamentary consensus and compromise, of the niceties of coalition politics common to most European legislatures, and raised to high finesse in this House where no government sits, offer instructive contrasts to the power-broking, patronage-dispensing whipping machines of

NEW BOOKS

The Literary Editor's selection of interesting hard-backs:
The Ambler Legacy, by Roger Parkins (Piccon Publishing, £16.95) Consequences that have flowed from General Dyer's massacre of 1919.
Citizen Welles, a biography of Orson Welles, by Frank Brady (Hodder & Stoughton, £18.95) From infant prodigy to naïf television commercials.
Dorset at War, by Rodney Legg (Dorset Publishing Company, £16) Worm's eye county view day-by-day from Battle of Britain to D-Day.
Felding, Dickens, Gosses, by Michael and Geoffrey Hammett, by Douglas Brooks-Davies (Macmillan, £29.50) Post-structuralist crit.
Fans Hells, by Seymour Slive (Phaidon/Thames & Hudson, £34.50).
A Forest Journey, The Role of Wood in the Development of Civilization, by John Perlin (Norton, £14.95) How societies from the Bronze Age used wood, deforested, and dealt with deforestation.
Imagining India, by Richard Cronin (Macmillan, £29.50) How writers from Kipling to Rushdie have come to grips with the faraway Proteus.
Norway 1940, by Francis Kersaudy (Collins, £15) The shameful débacle in which France and Britain fiddled while their ally burned.
Olivia Shakespeare and W. B. Yeats, by John Harwood (Macmillan, £26) The clever, brave woman who was Yeats's dear friend for 45 years.
Polish Presences, edited by Stanislaw Gornulski and Antony Polonsky (Routledge, £36) Polish intellectuals confer about the future.
The Reverend John Aldworth and his Parish of East Lockings, 1684-1728, by John Collins (The Black Swan Press, £19.50) Vale of White Horse.

Honest French chat

Philip Howard

PRACTICALITIES
By Marguerite Duras
Translated by Barbara Bray
Collins, £10.95

This is not so much a book; more a series of 50 intimate conversations with a forthright, vulnerable, and agreeably dotty woman, who could be only a cosmopolitan French blue-stocking. Duras is best known, at least in the United Kingdom, for her film-script of *Hiroshima mon Amour*. She spoke these pieces aloud to help to pass the time in an autumn when the black dog was howling for her at Trouville.

She tells the truth about things that would make most Anglo-Saxons break into a cold sweat. The approach of death, being an alcoholic and taking the cold turkey cure, falling in love at the age of 70 with the much younger man who lives with her, the wilder

shores of sex and love. Some of the pieces do not apply as well in England as they do in France: for example, her French tolerance for intellectuals, and the view that the bodies of writers are sex objects *par excellence*. How unlike the bodies of our own dear Society of Authors. Some of the chats might have been scrawled by Disgusted, Trouville sur Mer; for example the alleged swinishness of modern

Paris. This may be a romantic English male view, but from Wapping Paris looks good.

But Duras hits unexpected and universal bull's-eyes often enough to make her book worthwhile: the spuriousness and false jocularity of all tell news readers and pundits; the terrors of being photographed, because in life you're the person you see least; of writer's block and woman's block. This is not an autobiography. It is not quite philosophy. It represents what she thinks sometimes, some days, about some things. She is an original, reckless, liberal voice, worth listening to. It is the next best thing to spending an autumn with her; and probably a jolly sight safer, though not so much fun.

Wars of the family

FICTION

Jasper Rees

STOLEN



By Deborah Moggach
Heinemann, £14.95

THE LEGEND OF CAPTAIN SPACE
By John Harvey
Collins, £12.95

WHAT WE DID ON OUR HOLIDAYS
By Geoff Nicholson
Hodder & Stoughton, £11.95

to the road, it is an imprisonment. But it is she who makes the escape. Their blissful first few months together in a country cottage yield a son called Davey who, Sandy convinces herself, doesn't like his mother, whereafter things go downhill. She flees to London, he soon tries of single-parenthood, and Davey finds himself in the care of childless relations.

The second half of the novel investigates the manner in which the pair of them go about adjust-

ing to a world they withdrew from when they entered into wedlock. Harvey reports their ups and downs (mainly the downs) in a cold, sparse, unlyrical prose which mirrors the lives it describes. By withholding the lashings of language with which a novelist usually presents his characters, Harvey succeeds in making them more immediate without, unfortunately, making them any more involving. This is perhaps because the closer the reader is allowed to get to them, the more prosaic and bereft of imagination their lives reveal themselves to be.

The novel's single linguistic flight of fancy is in the "Captain Space" nickname Nick gives to Davey (he calls his wife "lover" and his mother "mate"), while Davey calls him "driver". And, by extension, the novel's single note of optimism is that the handle sticks long after father and son are estranged.

Geoff Nicholson's *What We Did On Our Holidays* laboriously parodies the Tom Sharpe school of bloodstained farce. A middle-class, middle-aged, middle of the road man takes his wife and teenage children to a caravan campsite in Skegness on what he supposes will be the last family holiday. He decides to keep a journal which, as the fortnight elapses, fills up with annotations of his wife's lasciviousness, his son's Neanderthal leanings, his daughter's cracked evangelism, and his own many humiliations, which are water off a duck's back until something snaps and his thoughts turn to vengeance.

It is hard to tell whether Nicholson has something serious to say about, say, family cohesion or social ills. What can be confirmed though, and this is probably more important in a novel which is playing for laughs, is that he has nothing funny to say about anything. The more unspeakable the mishaps he devises for his narrator to suffer, the more insufferably dull his narrative becomes. It is a singular novel indeed — one written not with a pen dipped in ink but with a sledgehammer dunked in slurry. Steer clear.

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THE TIMES GUIDE TO 1992

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THE ARTS

Antics in the office

TELEVISION
Oscar Moore

The transition of drama from stage to screen, large or small, is often disappointing. The camera is a liar, it needs reaction, it needs action, it needs bold gestures or booming voices. Above all, the camera needs a director who understands it. Andy Wilson understands the camera so well he could probably kick off a conversation with one.

Now Wilson has brought the irresistible Theatre de Complicité to television. They have been there before, on a rather lacklustre trip down the M25, but this production seemed destined of the rest that typically fires their manic stage antics. *Signals - Anything for a Quiet Life* (Channel 4) started life as a stage production, but the theatrical trappings have vanished to leave a film of fantastic nightmares.

The landscape is familiar: it is the office hell of Terry Gilliam's *Brazil*. Indeed, some of the Gilliam borrowings seem too overt, particularly the seething plumbing, but Complicité's characters are more grotesque than Gilliam, and funnier. The action twists around office politics as the unexpected absence of the boss, Mr Wentworth, unleashes suppressed ambitions among his flustered staff.

Varying between paranoid grotesques, Complicité throw up a set of caricatures and then exaggerate a lusty, bearded vision gets her lipstick smudged by a junior seducer in a stationery cupboard, while the under-manager hides in the too resisting coxwains of his genius assistant.

More mundane, less accomplished, but rough-edged enough to catch its audience by the throat, Nick Perry's *Arrivederci Millwall* (BBC 2) belongs to the *Scum* genre: angry young louts out for revenge on the society that shafted them. Resting on a sympathy we never really have for his mean-mouthed bully-boys, Perry trots us through a few emotions (including the death of a brother in the Falklands) before packing our Union-Jacked gang off to Spain for a football match.

Once there a brooding Billy, brother of the dead seaman, goes spare with a gun, releasing the violence that lurks beneath all their smiles. Predictable but compelling, *Arrivederci Millwall* was finally let down by its attempt to step up into tragedy. Billy shoots, but the climax misses its target.

TOMORROW

What's rocking the colleges?
Steve Turner finds out which bands are most popular with Britain's students. Plus: David Sinclair reviews the latest rock albums

With only 28 days remaining before the premiere of *Prince Igor*, billed as the "spectacular highlight of the 1989/90 season at the Royal Opera House", the Covent Garden management was yesterday frantically trying to extricate itself from an unfortunate predicament. It concerned the celebrated "Polovtsian Dances", which provide the climax of Act II and form the most famous single sequence of Borodin's opera.

Ever since the Diaghilev Russian Ballet's initial triumph in Paris in 1909, the dances, lasting about 20 minutes, have often been given separately by ballet companies, whereas performances of the complete opera remains a rarity. The last production in London was by the Croatian National Opera and Ballet from Zagreb at the now demolished Stoll Theatre in 1955. Opera North in 1982 was the only British company to tackle it in recent years.

A pay dispute jeopardizes the highlight of the opera season. John Percival reports

Dancers out of step

The Covent Garden production celebrates the opera's centenary and was planned as a rare collaboration between the Royal Opera and the Royal Ballet, with new choreography by David Bintley to fit in with the staging as a whole. But ever since they assembled for the new season last August, the dancers have been in dispute with management about their new pay scales - a dispute which led last month to an overtime ban and the cancellation of two performances.

The dancers soon withdrew from this measure, but relations remained strained, exacerbated by the dancers' feeling that the singers and the opera chorus are much better treated than themselves. Management has improved its initial offer, but with conditions, and the dancers have held firm for modifications which, they claim, would not cost much but would greatly benefit them.

When they remained obstinate at a meeting on Tuesday, the Royal Opera House's general director, Jeremy Isaacs, is reported by observers close to the Royal Ballet as having said he would get dancers from outside the Royal Ballet to perform in the opera. What kind of scratch company could be assembled in the time available, and what choreography they would perform, must be highly questionable.

The possibility of bringing in an existing company must be tempting. English National Ballet has the Fokine *Prince Igor*, at least theoretically, in its repertoire, and the company's performances on the relevant dates. But one can hardly imagine its members walking through a picket line outside the stage door.

The pay dispute has merely aggravated what would have been a tricky situation anyway. The Royal Ballet's dancers are always wary of allowing it to seem that they are an "opera-ballet" (widely thought the lowest form of life in the lyric theatre), rather than an



Isaacs under pressure

independent company with their own standards, history and contribution as least as distinguished as those of the Royal Opera.

Some dancers feel that they were hustled into the collaboration to suit the convenience

of the opera company. The publicity, which they thought heavily weighted towards the opera side, did not help; neither were the appearance fees as planned, whereas singers are paid extra for performing in ballet scores.

A solution may yet be found. The Royal Ballet governors will meet specially next week. Meanwhile, the dancers were balloting last night on whether to accept a further revised offer (including, it seems, an appearance fee for *Igor*). But even if all goes ahead as planned, David Bintley has been left very little rehearsal time in which to create a new ballet from scratch.

Whatever the outcome, the impression must remain that once again the Royal Opera House authorities have shown themselves somewhat maladroit at handling the problems of running two major companies in one theatre.

In from the cold

As the centenary of Boris Pasternak's birth approaches, Andrei Nekrasov discusses how the Soviet Union changed its official mind about him

Two of the few literary figures of stature to have lived through Stalin's purges were Akhmatova - who was vilified and left without means, while the other members of her family were killed or sent to the camps - and Boris Pasternak, whose artistic power so impressed the superstitious dictator that it secured him discreet protection.

Pasternak himself saw in this mysterious immunity his mission of "witnessing the tragedy, carrying it inside himself", to be fully expressed when the time finally came.

He began *Dr Zhivago*, which he acknowledged as the grand sum of his creative life, shortly after the end of the Second World War at the height of Stalin's era. But he was hounded by the enforcers of socialist realism during Khrushchev's counter-Stalinist liberalization, when his career was almost entirely reduced to translating. Working on *Hamlet* and *Faust* was his creative compromise.

The campaign against Pasternak was sanctioned by Khrushchev, but it is said that when Khrushchev finally read the novel, long after his fall from power and the author's death, he found nothing counter-revolutionary or anti-Soviet in it, nothing to bar it from publication in the Soviet Union.

In the era of *glasnost*, officials tend to explain the persecution of Pasternak as a blunder committed by undiscerning, paranoid authorities before *perestroika*, but it seems to me that if Pasternak had lived to see *glasnost*, he would have declined, with thanks, to settle the matter with a comradely compromise.

Too much pain, love and conscientious labour had gone into this "God-given task" for him to accept a conciliatory pat on the shoulder and a glib verdict of "not dangerous". After all the years of silence, after gathering strength to take arms and to act, he could not have allowed such misunderstanding.

His protagonist, Zhivago, is both fascinated and repelled by the revolution, and is led to a counter-revolutionary position by the revolutionaries' own intolerant logic, which permits no doubt.

Today, *Dr Zhivago*, as a novel about the revolution, could hardly be considered dangerous to the regime. None of the principal characters comes near to concluding that the revolution should be reversed and Communist rule overthrown. Yet, 30 years before *glasnost*, Pasternak dared to question the meaning of the revolution in philosophical, psychological and simple human terms.



Pasternak: he saw his mission as witnessing the Stalin era's tragedy

easier to voice the need to change the political system than to say that the most essential things in life cannot be changed at will.

Montaigne divided mankind into two groups: one obsessed with changing life, the other with depicting it as it is. Zhivago, who clearly belongs to the second, stressed that the business of depicting life is a hard task, and involves pain and sacrifice.

But in 1956, Pasternak and his hero were accused of complacency and elitism by five leading Soviet writers stating their case in an open letter against publication of the novel. Far from being a tactical *four pas* by over-reactionary conservatives, this was an articulate statement in line with a materialist philosophy, which holds that art exists within society, not beyond it, and that the artist must deal with the requirements of those who work to satisfy his material needs. If the five blundered, it was in calling Zhivago's stance bourgeois, and claiming that Pasternak was inspired by the West.

There are many in the West who can identify with the "anti-elitist" argument of Pasternak's critics, but the betterment of life according to rational principles is an essentially Western idea. And as Eastern Europe has recently reminded us, 200 years after the French Revolution, not all revolutions will be considered evil.

As a liberal, Zhivago despised the pre-revolutionary Russian autocracy, and welcomed its fall. But he soon saw how a passion for transforming life can lead to the deadly opposite of its ideal, which is why he regarded history as a paradox, a clash of two truths, a tragedy.

Dr Zhivago is now published in the Soviet Union. The spirituality of Russia, of which the poet-doctor talked of with awe and rapture, is still alive, ensuring that the Russians are likely to deal with an idea - with, for instance, the difficulties of accepting social inequality again - before they tackle political matters, such as the outdated one-party system.

Andrei Nekrasov is the writer and director of *The South Bank Show*. Special: Pasternak, a joint Anglo-Soviet production which will be screened on ITV on Sunday (10.35pm).

Romantic alternative: Annette Pain in *Solitaire* at Sadler's Wells

First-rate seconds

DANCE

John Percival

Sadler's Wells

Royal Ballet

Sadler's Wells

One reason why the Royal Ballet's dancers feel aggrieved at being offered less money than the Royal Opera's singers is that they work much harder. The physical nature of ballet performances necessitates preparing alternate casts, with consequently more rehearsals and more waiting about.

Of the works in the Royal Ballet's MacMillan triple bill, the most delicate, *Solitaire*, was seen to best advantage danced by the second cast at Sadler's Wells on Tuesday, thanks to the greater romantic feeling which Joseph Cipolla and Annette Pain brought to their duet.

Dances Concertantes retained its energy and ebullient wit through a complete switch in all the roles, although perhaps a little of the mystery and magic evaporated from the big adagio. Watching Roland Price's solo made me

wonder - not for the first time - whether ballet schools have given up teaching the Rivoltade (the step best described as jumping over your own outstretched leg).

If these two all-dance pieces continued to work well, the dramatic meat in the sandwich, *Las Hermanas*, lost some of its flavour this time. The most successful of the replacements were Chene Williams (bitterly sharp as the jealous sister) and, at least in the early part of her role, Mireille Bourgeois (who, as the favourite youngest sister, smiled like the cat that got the cream).

But there seemed to be something amiss with the dynamics of Williams's sexy encounter with Stephen Wicks, who was very stiff as the prospective brother-in-law, and this slackened its effect.

I must also mention, from a whole group of skilled replacements in *Hobson's Choice* last week, the amazing effect of Graham Lustig's interpretation of Will Mossop. His look of downbeat doggedness fits the part perfectly. He looks as though he really could shape leather into a pair of shoes or boots, and he adds to the ballet a touch of earthiness, which counteracts what might be thought an excessive sweetness.

RECITAL

Richard Morrison

Duke Quartet

Wigmore Hall

Two causes for celebration here. First, Sir Michael Tippett's 85th birthday was marked at the Wigmore by the performance of one of his most jubilant and inventive works: the Third Quartet of 1946. Then, and Radio 3's bold clearing of its schedules for an intelligently devised "Tippett Day", goes some way towards compensating for the

loss of the King Priam performance which the ill-fated Kent Opera would have presented at the Royal Opera next month.

Second, it was apt that this zestful, spirit-affirming music - plugged into Beethoven, jazz syncopation and 17th-century English string fantasies in about equal measure - should be so sympathetically interpreted by a string quartet which epitomizes a new generation of British classical musicians.

The Duke Quartet, a fairly recent Royal Academy of Music product, records on a fashionable pop label and takes its live music-making to the disabled. Tippett, who experienced the British penal code at the sharp end not long before he wrote this quartet, would surely approve of musicians with this degree of social mission.

He would probably also endorse this interpretation, which brought an unflagging

thrust to the quick, contrapuntal movements without ever pushing the music so hard that the delicate ingenuity of the part-writing was lost.

Moreover, although these players favour a lean timbre, they captured the lyricism which blossoms unexpectedly out of austerity in the two slow movements.

It is a lyricism which evokes nostalgia, not because (as in so much English string music of that era) it seeks to evoke

The Duke Quartet's present weakness is that in more expressionist music their restrained, almost classical playing can dissipate highly charged writing into a kind of matter-of-fact coolness.

That made their performances of Britten's Third Quartet and Schubert's "Death and the Maiden" Quartet less compelling than they should have been. The Britten's technical demands were superbly met, but the players do not yet convey the fraught nervousness of the Scherzo or the finale's emotionally loaded cries and whispers.

Quartet joins the celebrations

Tribute in a lighter mood

JAZZ

Clive Davis

A Portrait of Chet

Ronnie Scott's

Laverne Butler

Pizza On The Park

"Personal problems" is standard jazzpeak for all the ills that lie in wait for musicians. Chet Baker, who fell to his death from a hotel window in Amsterdam 18 months ago, had more than his share. Starting out with looks to match James Dean, he ended his life as a shrivelled drug addict who seemed on the verge of collapse each time he lifted the trumpet to his lips. Yet his music remained inspiring - a series of posthumously released albums has reminded us of that much.

Bruce Weber's moving documentary *Let's Get Lost* - due for release shortly - is sure to add to the mystique. Weber concentrates on the darker aspects of Baker's life. In Giorgio Ficara's affectionate tribute at Ronnie

Scott's, the mood is far lighter. Fame had originally hoped to collaborate on a record with Baker.

With that option ruled out, he has recorded a selection of the trumpeter's repertoire, adding lyrics in tune with the solos. Taped in Holland with a sextet led by the flautist Ellen Heilmus, the music re-creates the intimate atmosphere of Baker's early vocal projects.

The live version is a more extrovert celebration, with Fame supported by a musical septet featuring trumpeter Guy Barker, almost Peter King and tenor player Alan Skidmore.

A hard bop player with the Clark Tinsley Quintet, Barker was called on to impersonate that other doomed virtuoso, Bix Beiderbecke, in a South Bank recital shortly before Christmas. At Frith Street he is allowed to stick to his usual style, making few concessions to Baker's fragile and narrow sound.

Purists hearing the "The More I See You" or Todd Dameron's "On A Misty Night" will complain that the result is heavily compromised. They may be right.

But even though Fame's voice lacks the flexibility to cope with the solo lyrics, his sincerity and nonchalant stage manner are ample compensation in the end.

The other main vocal attraction currently in town is the American singer Laverne Butler, who has embarked on a two-week residency at Pizza On The Park. Backed by an unobtrusive trio led by pianist Mick Frye, she seemed nervous in her first two numbers, making little of the bossanova on "The Shadow Of Your Smile".

But the supper-club fare soon gave way to jazz austerity as Butler cued in Len Skeat's walking bass-line on "I'm Beginning To See The Light". This was a delightful, off-centre performance, reminiscent of Betty Carter but exploiting a much wider vocal range.

Gaining more and more confidence, Butler added a husky "Mood Indigo" to establish a rapport with an unresponsive audience. Noisy patrons are usually an unbearable nuisance; on occasions like this, silent ones can be even worse.

At peace with the past

ROCK

Steve Turner

Paul McCartney

NEC, Birmingham

The Paul McCartney who returned to the British stage on Tuesday night was the Paul McCartney many have longed for years to see. In a 29-song set, lasting 2½ hours, he took the audience through hits that had inspired him as a teenager, Beatles songs that inspired a generation and the best of his own recent work.

With a crack five-piece band recruited for *Flowers in the Dirt*, last year's album, a stunning light show and the most elaborate staging he has ever used, McCartney managed to turn the 12,000-seat auditorium into a huge party.

"It's good to be back in Britain," he said after singing "Band on the Run". "It's dead good. Hope you all let your hair down, have some fun and get groovy." And groovy they got. They got out of their seats for Beatles stompers like "I Saw Her Standing There" and "Can't Buy Me Love", swayed

their arms to "Let It Be" and sang along to "Hey Jude".

The fact that a few coachloads of McCartney's relatives were down from Liverpool added to the feeling of celebration. Every now and then he would spot a familiar face and up would go the thumbs. "Live and Let Die" was dedicated to his cousin, "a wonderful old lady who is 57 today".

The most noticeable difference on this tour, which started in Scandinavia, is the amount of Beatles material included in the set. In 1976, the last time he played a string of British concerts, there were five. On Tuesday there were 15, over half of which the Beatles never played in concert.

"We are going to go back to a land they call the Sixties," he said as he sat down at a

psychodically painted piano to play "The Long And Winding Road". "The Road On The Hill" was dedicated to "my mates George, Ringo and John, without whom I would not have been". Unfortunately it prompted the question, which one is the fool?

Significantly, Wings, the group he led between 1971 and 1979, was only represented by three songs and there was no "Mull of Kintyre" (his best-selling single), "Hi, Hi, Hi" or "Silly Love Songs". All in all, the choice suggested a man who has at last come to terms with his earlier accomplishments and is no longer afraid to rejoice in them. His most recent songs such as "Put It There", "We Got Married" and the under-rated single "My Brave Face" appeared to have benefited from the reconciliation.

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THE ARTS/FILM

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Fifties flashback: the film of the week, *Last Exit to Brooklyn*, on life in an urban hell; and an American in unfriendly London

Stew of callousness

David Robinson

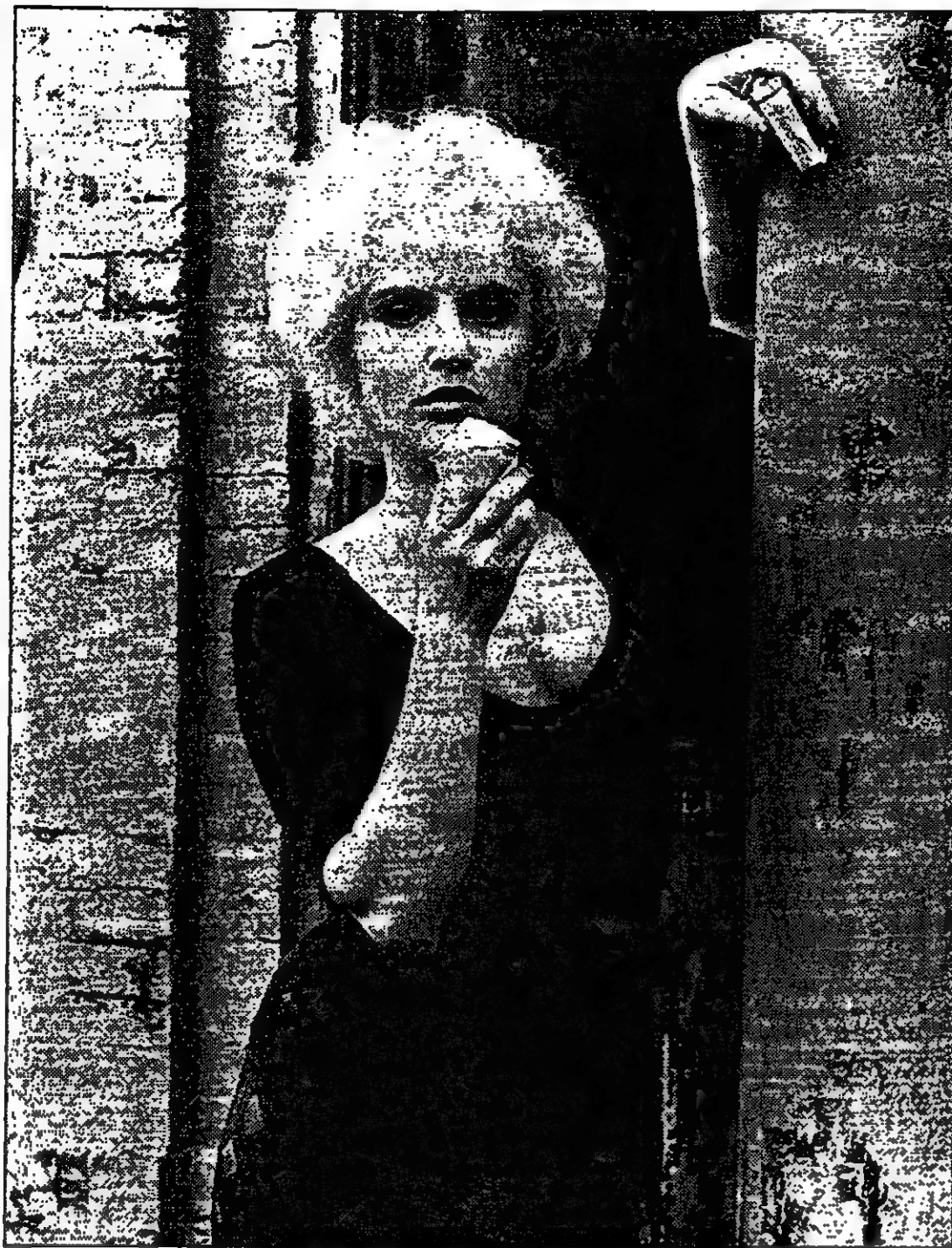
The defence of the novel *Last Exit to Brooklyn* against criminal prosecution — which succeeded on appeal — was one of the great British liberal causes of the Sixties. In the 24 years since, the book has slipped into the obscurity of a modern classic, and its author, Hubert Selby, long ago kicked the drugs and drink habits which the success of his first novel handsomely financed, and has become a quiet, living academic and grandfather.

Last Exit to Brooklyn (18, Odeon, West End) is adapted for the screen by a German production company and filmed in New York with predominantly American personnel. Previous attempts to adapt it were thwarted by the difficulty of structuring Selby's six loosely linked anecdotes into a single coherent narrative. Desmond Nakano's ingenious screenplay, however, achieves this very convincingly. Even where there are no real links between the episodes in the parallel stories, they are suggested by the presence of the same characters in different stories, and by the common setting, a rundown industrial district in Brooklyn.

The characters whose destinies are intertwined in this place are Harry, the union organizer, who is dragged, to ruin by his suddenly discovered homosexual appetites; Tralala, the young prostitute, who preys on servicemen about to depart for Korea (it is 1952); George, a tormented young transvestite and his/her cronies; Vinnie and his gang of young hoodlums, who pump for Tralala and use her as a decoy to rob her clients; Big Joe and his Italian family, who are the most inoffensive figures in the story if one overlooks their habits of beating each other up and urinating out of windows; and Joe's young son Spook, who yearns romantically for Tralala.

Few of the characters are fortunate. Drug-buzzed George is killed by a car (driven, incidentally, by Hubert Selby himself, playing a bit part); Harry is beaten and crucified by Vinnie's gang after importing Spook; the drunken Tralala is gang-raped. In the book she is raped to death, but the film ends a shade more hopefully, with Tralala consoling the tearful Spook who has come — too late — to her rescue.

It is interesting to see how often the nationality of film-makers, rather than the qualities of their material, gives a film its flavour. Despite its setting, the whole

Street wise: Jennifer Jason Leigh as the would-be Monroe lookalike, Tralala, in *Last Exit to Brooklyn*

visual style and the unexpected eruption of sentimentality into unsparring violence make *Last Exit to Brooklyn* a very German film. The expressionist chiaroscuro often gives it the look of an old Fritz Lang picture (there is more than a touch of *Dr Mabuse*, not least in the liking for lettering in the backgrounds), and the use of colour, especially for the predominant night scenes, recalls Fassbinder.

It is a confident, polished film. Director Ulrich Edel strives successfully for a distinctive style, and makes a strong impression

with big, spectacular scenes, such as the battle between strikers and police. Only one or two of the cast (the always excellent Burt Young as Big Joe; Jerry Orbach as a union boss) are well-known character players, but there are impressive performances from comparative unknowns: Stephen Lang as Harry, and Jennifer Jason Leigh as the would-be Marilyn Monroe lookalike Tralala.

Some readers found a redeeming quality of compassion in Selby's portrait of an urban hell where people relentlessly devour one another. Kenneth Allsop

wrote of his "compassion for the subterranean and rage at the averted eye" in the face of "this stew of callousness, savagery and hatred, and the pitiful, blind gropings towards substitute tenderness".

The film is more about shock and sensation than compassion. "With this film," says the producer, Bernd Eichinger, "I wanted to throw a rock at the audience." It is not an aim that every viewer will find attractive, but undoubtedly an influential section of today's public enjoys the sensation of being pelted.

Even though the McCarthy witch-hunts were the most disastrous trauma in the history of Hollywood, the films that have dealt with that era (*A King in New York*, *The Front*, *The House on Carroll Street*) can be counted on the fingers of one hand. Perhaps even today too much guilt for the betrayals and injustices lingers around the industry.

Fellow Traveller (15, Metro) — a British film with a British writer, Michael Eaton — is a new and intelligent attempt to grapple with the times. Set in the early Fifties, it is the story of Ace (Ron Silver), a left-wing writer who flees America before the arrival of a subpoena to testify.

In a bleak, unfriendly London, he has a variety of tragicomic encounters with grim landlords, Special Branch, BBC producers, commercial television barons, and the lumbering British left. He survives by writing a children's series, *Robin Hood*, for the newly established commercial television, and meanwhile tries to elucidate the suicide of a Hollywood star, his closest friend since their New York Jewish heyday.

The film successfully employs an elaborate collage style, which cuts between the troubled reality of Ace's present, his memories, dreams, and scenes from the *Robin Hood* serial, the simple stories of which ironically reflect the deceptions and betrayals of his life.

Robin Hood to the rescue

Eaton's script deftly touches on all the personal and moral issues involved, including even the comic dilemma of the American landless left, which struggled bravely to reconcile the bourgeois Freud and the deflated Marx.

Although the characters are fictional, it is tempting to look for real-life references. The actual *Robin Hood* series was produced by the formidable Hollywood émigré Hannah Weinstein, who really did give work to people who were blacklisted, many of whom smuggled pseudonymous scripts across the Atlantic. And Danielle J. Travanti's part as the psychiatrist who passes on consulting couch confessions straight to the FBI is evidently modelled on a legendary Hollywood figure, the double-agent and former dentist Ernest Philby Cohen.

The smooth structure is flawed only by the failure wholly to explain and integrate the charac-

ter played by Imogen Stubbs (who too often seems to be interpolated to provide feminine balance).

Phillip Saville has become a very successful director, moving easily from the eccentric teenage world of *The Fruit Machine* to this period piece, and giving visual style to a film on what must have been a modest budget (it was co-produced by the BBC and Home Box Office, in association with the British Film Institute). Florida stands in convincingly for Forties Hollywood, and Leamington Spa for austerity Fifties London.

A first film by Daniel Petrie, *Mystic Pizza* (15, Cannons, Haymarket, Oxford Street, Chelsea) is attractively located in a quiet little Portuguese-inhabited Connecticut fishing village. The story is rather less interesting: the prolonged romantic intrigues of three coming-of-age girls who work for the local pizzeria.

Each has her problems. JoJo (Lili Taylor) is reluctant to commit herself to marriage with her high school sweetheart; Kat (Annabeth Gish) suffers anguish when she falls for a faithfully married man for whom she babysits, and Daisy (Julia Roberts) finds herself in a predicament that preoccupies Hollywood, when she falls in love with someone from a smoothly superior social class. I suspect that even British audiences of the generation of this trio will find their societies somewhat remote.

VIDEO BOX

Geoff Brown

A weekly selection of films recently released on video. The date refers to the year of first release or, in the case of television films, of first broadcast.

BETRAYED (Warner, 18): Enticing thriller from Costa-Gavras, with Debra Winger as the undercover less from the FBI uncovering white supremacist skullbangers in the Midwest wheatfields. The script's mechanics need oiling, though the exploration of America's dark side lingers in the mind. With Tom Berenger. 1989.

THE BRAVADOS (CBS/Fox, PG): One of a bizarre batch of Fox titles from the 1950s retrieved from the attic and packaged to spotlight Joan Collins — featured here as the disposable female decoration in a dour, handsomely mounted western. Gregory Peck is the man taking revenge for his wife's rape and murder; Henry King directs. 1958.

THE GIRL IN THE RED VELVET SWING (CBS/Fox, PG): Joan Collins again, starring as the showgirl Evelyn Nesbit, pivotal force of a sensational affair in turn-of-the-century New York. Glib but entertaining; with Ray Milland and Farley Granger; directed by Richard Fleischer. 1955.

ELVIS: THE KING'S GOLD COLLECTION (Warner, 15): Pretty tarnished gold, though the presence of Elvis's fans knows no limits. *Frankie and Johnny*



"King" Elvis: tarnished gold

(1965) features attractively garish Mississippi riverboat settings; *Follow That Dream* (1962) finds the King and his ragamuffin family setting up home on a Florida beach; in the feeble *Clambake* (1967) he plays an oil millionaire, trying to make good on his own.

THE HOLLYWOOD COMEDY COLLECTION (RCA/Columbia): Three recent comedies arbitrarily boxed together: *Roxanne* (1987, PG) with Steve Martin — a charming variation on *Cyrano de Bergerac*; the formula slapsack of *Blind Date* (1987, 15) — Bruce Willis's first bid for movie stardom; and *Three Amigos* (1986, PG), a western parody with good one-liners, an attractive star trio (Chevy Chase, Martin Short, Steve Martin), but no shape.

THE HOLLYWOOD OUT OF THIS WORLD COLLECTION (Warner): Sturdy box of wonders containing *Spacehunter*

(1983, 15), an old-fashioned futuristic romp with Peter Strause as an Indiana Jones of outer space; John Carpenter's beguiling *Starman* (1984, PG), with Jeff Bridges as the bemused alien discovering human habits and feelings; and the re-edited 1980 edition of Spielberg's magisterial *Close Encounters of the Third Kind* (PG).

MAD DOGS AND ENGLISHMEN: A COMEDY COLLECTION (Warner): You taped John Cleese in Michael Frayn's *Clockwise* (1985, PG) off the television over Christmas; now buy it in a box with two other British comedies. Clement and La Frenais' lame Caribbean satire *Water* (1985, 15) would get few punters if privatized; Alan Bennett's *A Private Function* (1984, 15), a quaint comic study in post-war austerity and social bickering, spreads its material too thinly, but the cast (Maggie Smith, Michael Palin) and the pig are delightful.

RIVER OF DEATH (Pathé, 15): Mediocre trudge through Alistair MacLean's novel, featuring Michael Dudikoff as the Amazon jungle guide entangled with cannibals and Nazis. Sleepy performances from Robert Vaughn and Donald Pleasence. Steve Carver directs. 1989.

WORLD GONE WILD (Warner, 18): Futuristic hokum of the *Mad Max* school, with a silly plot, a threadbare look and lame direction (Lee H. Katzin). Bruce Dern gets the best of things as magician Ethan, determined to avenge Adam Ant's raid on a desert community. 1988.

Cinema Verity's star continues to shine in the television sky

As the train of television deregulation steams towards 1992, logo-spotters will see a new line of monikers and company symbols on our screens.

To the experienced logo-watcher reared on Channel 4, many of the names will already be familiar. As television's youngest channel went about its remit, commissioning programmes from the many for the few, new companies sprang up overnight, given life by a single contract. Now, the Government has said that 25 per cent of all the tele-waves should be apportioned to these outside contractors, the independents.

For the untrained logo-spotters, I have a good tip about a small outfit with a long track record, which is likely to be in evidence for the foreseeable future. The tip is on BBC 1 tonight, the programme is the second series of *May to December*, the logo is that of Cinema Verity, the track record is Verity Lambert's. Track records do not come much more distinguished than Lambert's. If the ITV companies ever argued that independents lack experience, she is the perfect disproof.

Lambert, the first producer of *Dr Who*, made *Budgie* and *Between the Wars* for LWT before accepting the post of controller of drama at Thames in 1974. At Thames, she initiated a string of hits, including *Rock Follies*, *Rumpole of the Street*, *Edward and Mrs Simpson* and *The Naked Civil Servant*, before moving to the company's subsidiary, Euston Films, and giving the same kind of life to *Fox, Out, Danger*, *UXR*, *Minder*, *The Flame Trees of Thika*, *Widows and Reilly: Ace of Spies*.

Filmgoers may also remember Lambert's credit on a string of feature films, most notably as producer of *A Cry in the Dark*, Fred Schepisi's film of the outback Australia "dingo-baby" story, which earned Meryl Streep an Oscar nomination.

If track record were the key to executive suites, giving access to decision-makers and their appointment diaries, Lambert could power-lunch

From cinema features to sitcoms, the name of Verity Lambert is still one to watch as television faces upheaval

her way to indigestion. But meetings do not make programmes, and Lambert admits that the first few years since Cinema Verity's 1985 launch have been tough. The ITV companies were first irked, then panicked by the Government's attack on their cosy cartel.

Their reactions varied, but the role model was more ostrich than owl. The BBC, which has so far avoided the brunt of the Government's reforming zeal, was equally slow to change, leaving companies such as Cinema Verity hammering on open doors. But everybody listened, nobody commissioned.

Times have changed. Recruitment and a shake-up at the BBC have seen the dinosaur give birth to a media big cat, which leaves the ITV companies standing around with sand in their eyes, wondering whether they will still be in business after 1992, when their franchises are to be auctioned.

Suddenly, the BBC, after years as the bastion of boredom, is the home of innovation. It is the first call Lambert makes when offering programme ideas.

"You can still submit original programmes to the BBC and stand a good chance of having them commissioned," says Lambert. "I think that is much less possible with the ITV companies; but then ITV

has been very conventional for the past eight or nine years. Now it is in serious disarray because none of the companies knows what is going to happen in 1992."

Adding to the difficulties of placing work on the independent channels is the "flexi-pool" system of commissioning programmes. Invented as a bazaar for bartering network time, the flexi-pool has deteriorated into a competitive squabble. This may suit the commissioning editors, but for independents such as Cinema Verity, the process can mean nothing but frustration.

However, Cinema Verity has announced a drama series for Granada, which survived the flexi-pool. At present without a definite title, it is a seven-part drama about two young Londoners who have to leave London in a hurry.

"They go to Blackpool," Lambert says, "because their mother's family is from there, and because their uncle has left a small concession at the Blackpool fair to them and the rest of their large northern family. The series is really about misconceptions and the way they affect the attitudes of people from the north and south."

The misconceptions of first impressions are also the theme of another Cinema Verity series, *The Boys from the Bush*, a collaboration be-

tween the BBC and Australia's Channel Seven (it will be filmed entirely in Australia).

"I have been visiting Australia on and off since 1979," Lambert explains, "and I love it; it is the most wonderful country. I really like the people, they have a great sense of humour. When I first went there I thought: 'why don't people around the world know what this country is like?' So I tried to find something that would encapsulate the attitudes and feel of the country, yet not be so parochial that it worked only in Australia."

Lambert fixed on the so-called "new Australians": the Greeks, Italians, Vietnamese and Poles, who between them have altered the cultural flavour of a quietly chauvinist nation. Developed by writer Douglas Livingstone, *The Boys from the Bush*, has emerged as a 10-part comedy drama about one extended family. Filming starts in the spring.

Meanwhile, Cinema Verity is earning its keep with the new series of *May to December*, a gently comic look at the relationship between an older man and a younger woman, starring Anton Rodgers and Eve Matheson. The writer, Paul Mendelson, who has kept his day job as creative head of an advertising agency, was introduced to Lambert by the film director Nicolas Roeg, after they had worked together on a commercial, but it was one of Cinema Verity's development staff who spotted the potential of the first *May to December* draft, while Lambert herself was in Australia with *A Cry in the Dark*.

Does Lambert, as a film producer and veteran of television drama, consider sitcoms a comedown? Far from it. "Half-hour sitcoms are terrific to do," she says. "First of all, I enjoy laughing, so if you can find something that makes people laugh, I'm all for it. And second, if it takes off, you've a regular commission coming back each year, so long as the actors and writers can do it."

Oscar Moore

You can still submit original programmes to the BBC and stand a good chance of having them made — that is much less possible with the ITV companies'

Verity Lambert



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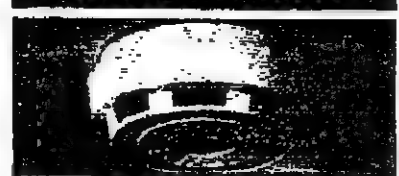
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INFORMATION SERVICE

Visual image in music



Initially two concerts by The Michael Nyman Band were scheduled for the Queen Elizabeth Hall tomorrow and Saturday, both at 7.45pm. But the interest in Nyman's music is such that a third concert has now been added - tomorrow at 10pm - although tickets are not yet available for all three. The attraction is not only Nyman's post-minimalist pieces which draw much the same audience as Philip Glass and Steve Reich, but the fact that the programmes consist of his music for the mysterious films of Peter Greenaway, in all of which visual images and music are in an unusually close relationship. Tomorrow will be heard the soundtrack for *The Draughtsmen's Contract*, at present the most famous of them. It was the first public performance of the music for the new film, *The Draughtsmen's Contract*, which will be shown on Saturday at the Queen Elizabeth Hall. These concerts coincide with the release on the Virgin label, a new Virgin subsidiary, of *The Nyman-Greenaway Projects*, a four-disc boxed set of all this music, performed of course by The Michael Nyman Band. This will be on sale at the hall tomorrow. Queen Elizabeth Hall, South Bank, London SE1 (01-928 8800), 7.45pm and 10pm, £2.50.

Max Harrison

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Review section on Saturday by a preview of the week ahead. Items should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

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THEATRE
LONDON

★ **ANYTHING GOES:** Elaine Paige getting a kick out of Cole Porter's hit musical: shenanigans, romance, intrigue and "You're the Top". Prince Edward Theatre, Old Compton St, W1 (01-734 8891). Tue: Leicester Square, Mon-Sat 8pm, mat 2.50-4.50pm, £2-22. (D)

★ **AMERICAN EAGLE:** Amazingly funny comic-book spoof with the one-time invincible American Eagle seriously troubled by the modern world. Lyric Theatre, King St, W6 (01-741 2311). Tue: Hammerstein. Mon-Sat 8pm, mat 2.50-4.50pm, £2-22.

★ **THE BAKERS' WIFE:** Alan Armstrong, Sharon Lee Hill in the Nunnally musical, well staged and vigorously musical, about a love affair that develops a French village's bread supply. Ends Sat. Phoenix Theatre, Charing Cross Rd, WC2 (01-636 2010). Tue: Tottenham Court Rd. Mon-Sat 7.30pm; mat 2.50-4.50pm, £2-22. (D)

★ **LONDON ASSURANCE:** Paul Eddington plays the ageing rake and Angela Thorne the unfortunately named Lady Gay Spanker in Sam Mendes's stylish production from Chichester Theatre Royal, Haymarket, London SW1 (01-830 9832). Tue: Poldark Circus. Mon-Sat 8-10.10pm, mat 2.50-4.50pm, £2-22. (D)

★ **MISS SAIGON:** Great new musical, with Jonathan Pryce, thrillingly staged. Theatre Royal, Drury Lane, WC2 (01-836 8108). Tue: Covent Garden. Mon-Sat 7.45-10.30pm, mat 2.50-4.50pm, £2-22. (D)

★ **SCENES FROM AN EXECUTION:** Glenda Jackson's return to the stage as the Renaissance painter pursuing her campaign for truth in Howard Barker's prize-winning opening the new Almeida Theatre Company. Almeida St, W1 (01-636 4404). Tue: Haymarket and Islington. Preview from tonight, 8pm, open Jan 7, 7pm. Then Mon-Sat 8pm, open Jan 8, 4pm. Mon-Sat 8-10.30pm, mat 2.50-4.50pm, £2-22. (D)

★ **SEVEN LEAGS:** Howard Barker's prequel to Shakespeare, a complex play about misgovernment and struggle. Excellently performed by Michael Jay Prosser and the Wrestling School. Royal Court Theatre, Sloane Sq, SW1 (01-730 1745). Tue: Sloane Sq. Preview tonight, 8-10.45pm, open tomorrow 6-10.45pm. Then Mon-Sat 8-10.45pm, mat 2.50-4.50pm, £2-22. (D)

★ **OUR COUNTRY'S GOOD:** Thelma Wright's play about a woman who is ordered to become a prostitute. Gielgud Theatre, Charing Cross Rd, EC2 (01-379 6107). Tue: Leicester Sq. Mon-Thurs 8-10.30pm, Fri and Sat 8-11.30pm, mat 2.50-4.50pm, £2-22. (D)

TELEVISION TOP 10

National top 10 programmes in the week ending December 30 1989	
1	Neighbours (Fri 19.15/20.15)
2	Neighbours (Mon 19.15/20.15)
3	Neighbours (Tue 19.15/20.15)
4	Neighbours (Wed 19.15/20.15)
5	Neighbours (Thurs 19.15/20.15)
6	Neighbours (Fri 19.15/20.15)
7	Neighbours (Sat 19.15/20.15)
8	Neighbours (Sun 19.15/20.15)
9	Neighbours (Mon 19.15/20.15)
10	Neighbours (Tue 19.15/20.15)

Source: Broadcasters' Audience Research Board

CONCISE CROSSWORD NO 2067

ACROSS

- Kale (4,2)
- Base (6)
- Inquest official (7)
- Private teacher (5)
- David Armitage (10)
- Unconscious (8)
- The reef (13)
- Outlook (8)
- Soft settle (4)
- Cart for (5)
- Selfish driver (7)
- Prairie wolf (16)
- Paradised (6)

DOWN

- Trismeg (7)
- East Asia (3,4)
- Long forearm bone (4)
- Secondary building (8)
- Indian pole (5)
- Ethical (5)
- Under the London Gate (11)
- Sidewalk (8)
- Scissors (17)
- Polled (7)
- Cartographer (5)
- Eggshead (5)
- Edifice (4)

SOLUTION TO NO 2066

ACROSS: 1 Moll 3 Frank 9 Agrippa 18 China 11 Know 12 Step 13 Egg 15 Maid of Orleans 17 Deb 19 Oral 20 Graf 23 Stew 24 Extemp 25 Cc 30 Ziss

DOWN: 1 Marconi 2 Lope 4 Recosity 5 Noise 6 Bunk 7 Ganges 9 Astro 14 Motown 15 Modest 16 Apropos 18 Burka 21 Feed 22 Pace

ENTERTAINMENTS

CONCERTS

WIGMORE HALL, 01-235 2141

1.10.1989. 7.30pm. 12.10.1989. 7.30pm. 19.10.1989. 7.30pm. 26.10.1989. 7.30pm. 3.11.1989. 7.30pm. 10.11.1989. 7.30pm. 17.11.1989. 7.30pm. 24.11.1989. 7.30pm. 1.12.1989. 7.30pm. 8.12.1989. 7.30pm. 15.12.1989. 7.30pm. 22.12.1989. 7.30pm. 29.12.1989. 7.30pm.

THEATRES

APOLLO 01-437 2663 or 01-370 6112

1.10.1989. 7.30pm. 8.10.1989. 7.30pm. 15.10.1989. 7.30pm. 22.10.1989. 7.30pm. 29.10.1989. 7.30pm. 5.11.1989. 7.30pm. 12.11.1989. 7.30pm. 19.11.1989. 7.30pm. 26.11.1989. 7.30pm. 3.12.1989. 7.30pm. 10.12.1989. 7.30pm. 17.12.1989. 7.30pm. 24.12.1989. 7.30pm. 31.12.1989. 7.30pm.

OPERA & BALLET

COVENT GARDEN 01-330 6112

1.10.1989. 7.30pm. 8.10.1989. 7.30pm. 15.10.1989. 7.30pm. 22.10.1989. 7.30pm. 29.10.1989. 7.30pm. 5.11.1989. 7.30pm. 12.11.1989. 7.30pm. 19.11.1989. 7.30pm. 26.11.1989. 7.30pm. 3.12.1989. 7.30pm. 10.12.1989. 7.30pm. 17.12.1989. 7.30pm. 24.12.1989. 7.30pm. 31.12.1989. 7.30pm.

WORD-WATCHING

Answers from page 23

GLENDOWER

(b) A type of Hindu deity, apparently beautiful, used by Robert Southey in *The Curse of Hamelin*. "My own, my jewel, my love, my princess, my glendower, my apothecary, I worship you with all my blood."

PALISANDER

(c) The hard, dark, black-streaked wood of the Brazilian tree, *Dalbergia nigra*, Brazilian rosewood, probably from the Indian name. "The timber that invite the craftsman's hand - Macassar Ebony, Amaranth, Palisander."

ETHMOID

(d) Sire-like, i.e. finely perforated, from the Greek *ethmos* a sieve. "Parts of the effluvia capsules forming the compound being called ethmoid."

WINNING MOVE

By Raymond Keene, Chess Correspondent

The above position is from the game between Yates (White) and Colle (Black), Hastings 1926. White plays and wins. The answer will be given in tomorrow's edition.

Hastings is now in its 65th consecutive year. The Foreign and Colonial Grandmaster tournament at the Crystal Palace Hotel, with Spassky, Yusupov and Adams, is one of the strongest ever in the UK.

Solution to yesterday's position: White wins 1. Qx4-Kx7 2. Qx7-Kx8 3. Qx8-Kx7 4. Qx7-Kx8 5. Qx8-Kx7 6. Qx7-Kx8 7. Qx8-Kx7 8. Qx7-Kx8 9. Qx8-Kx7 10. Qx7-Kx8 11. Qx8-Kx7 12. Qx7-Kx8 13. Qx8-Kx7 14. Qx7-Kx8 15. Qx8-Kx7 16. Qx7-Kx8 17. Qx8-Kx7 18. Qx7-Kx8 19. Qx8-Kx7 20. Qx7-Kx8 21. Qx8-Kx7 22. Qx7-Kx8 23. Qx8-Kx7 24. Qx7-Kx8 25. Qx8-Kx7 26. Qx7-Kx8 27. Qx8-Kx7 28. Qx7-Kx8 29. Qx8-Kx7 30. Qx7-Kx8 31. Qx8-Kx7 32. Qx7-Kx8 33. Qx8-Kx7 34. Qx7-Kx8 35. Qx8-Kx7 36. Qx7-Kx8 37. Qx8-Kx7 38. Qx7-Kx8 39. Qx8-Kx7 40. Qx7-Kx8 41. Qx8-Kx7 42. Qx7-Kx8 43. Qx8-Kx7 44. Qx7-Kx8 45. Qx8-Kx7 46. Qx7-Kx8 47. Qx8-Kx7 48. Qx7-Kx8 49. Qx8-Kx7 50. Qx7-Kx8 51. Qx8-Kx7 52. Qx7-Kx8 53. Qx8-Kx7 54. Qx7-Kx8 55. Qx8-Kx7 56. Qx7-Kx8 57. Qx8-Kx7 58. Qx7-Kx8 59. Qx8-Kx7 60. Qx7-Kx8 61. Qx8-Kx7 62. Qx7-Kx8 63. Qx8-Kx7 64. Qx7-Kx8 65. Qx8-Kx7 66. Qx7-Kx8 67. Qx8-Kx7 68. Qx7-Kx8 69. Qx8-Kx7 70. Qx7-Kx8 71. Qx8-Kx7 72. Qx7-Kx8 73. Qx8-Kx7 74. Qx7-Kx8 75. Qx8-Kx7 76. Qx7-Kx8 77. Qx8-Kx7 78. Qx7-Kx8 79. Qx8-Kx7 80. Qx7-Kx8 81. Qx8-Kx7 82. Qx7-Kx8 83. Qx8-Kx7 84. Qx7-Kx8 85. Qx8-Kx7 86. Qx7-Kx8 87. Qx8-Kx7 88. Qx7-Kx8 89. Qx8-Kx7 90. Qx7-Kx8 91. Qx8-Kx7 92. Qx7-Kx8 93. Qx8-Kx7 94. Qx7-Kx8 95. Qx8-Kx7 96. Qx7-Kx8 97. Qx8-Kx7 98. Qx7-Kx8 99. Qx8-Kx7 100. Qx7-Kx8 101. Qx8-Kx7 102. Qx7-Kx8 103. Qx8-Kx7 104. Qx7-Kx8 105. Qx8-Kx7 106. Qx7-Kx8 107. Qx8-Kx7 108. Qx7-Kx8 109. Qx8-Kx7 110. Qx7-Kx8 111. Qx8-Kx7 112. Qx7-Kx8 113. Qx8-Kx7 114. Qx7-Kx8 115. Qx8-Kx7 116. Qx7-Kx8 117. Qx8-Kx7 118. Qx7-Kx8 119. Qx8-Kx7 120. Qx7-Kx8 121. Qx8-Kx7 122. Qx7-Kx8 123. Qx8-Kx7 124. Qx7-Kx8 125. Qx8-Kx7 126. Qx7-Kx8 127. Qx8-Kx7 128. Qx7-Kx8 129. Qx8-Kx7 130. Qx7-Kx8 131. Qx8-Kx7 132. Qx7-Kx8 133. Qx8-Kx7 134. Qx7-Kx8 135. Qx8-Kx7 136. Qx7-Kx8 137. Qx8-Kx7 138. Qx7-Kx8 139. Qx8-Kx7 140. Qx7-Kx8 141. Qx8-Kx7 142. Qx7-Kx8 143. Qx8-Kx7 144. Qx7-Kx8 145. Qx8-Kx7 146. Qx7-Kx8 147. Qx8-Kx7 148. Qx7-Kx8 149. Qx8-Kx7 150. Qx7-Kx8 151. Qx8-Kx7 152. Qx7-Kx8 153. Qx8-Kx7 154. Qx7-Kx8 155. Qx8-Kx7 156. Qx7-Kx8 157. Qx8-Kx7 158. Qx7-Kx8 159. Qx8-Kx7 160. Qx7-Kx8 161. Qx8-Kx7 162. Qx7-Kx8 163. Qx8-Kx7 164. Qx7-Kx8 165. Qx8-Kx7 166. Qx7-Kx8 167. Qx8-Kx7 168. Qx7-Kx8 169. Qx8-Kx7 170. Qx7-Kx8 171. Qx8-Kx7 172. Qx7-Kx8 173. Qx8-Kx7 174. Qx7-Kx8 175. Qx8-Kx7 176. Qx7-Kx8 177. Qx8-Kx7 178. Qx7-Kx8 179. Qx8-Kx7 180. Qx7-Kx8 181. Qx8-Kx7 182. Qx7-Kx8 183. Qx8-Kx7 184. Qx7-Kx8 185. Qx8-Kx7 186. Qx7-Kx8 187. Qx8-Kx7 188. Qx7-Kx8 189. Qx8-Kx7 190. Qx7-Kx8 191. Qx8-Kx7 192. Qx7-Kx8 193. Qx8-Kx7 194. Qx7-Kx8 195. Qx8-Kx7 196. Qx7-Kx8 197. Qx8-Kx7 198. Qx7-Kx8 199. Qx8-Kx7 200. Qx7-Kx8 201. Qx8-Kx7 202. Qx7-Kx8 203. Qx8-Kx7 204. Qx7-Kx8 205. Qx8-Kx7 206. Qx7-Kx8 207. Qx8-Kx7 208. Qx7-Kx8 209. Qx8-Kx7 210. Qx7-Kx8 211. Qx8-Kx7 212. Qx7-Kx8 213. Qx8-Kx7 214. Qx7-Kx8 215. Qx8-Kx7 216. Qx7-Kx8 217. Qx8-Kx7 218. Qx7-Kx8 219. Qx8-Kx7 220. Qx7-Kx8 221. Qx8-Kx7 222. Qx7-Kx8 223. Qx8-Kx7 224. Qx7-Kx8 225. Qx8-Kx7 226. Qx7-Kx8 227. Qx8-Kx7 228. Qx7-Kx8 229. Qx8-Kx7 230. Qx7-Kx8 231. Qx8-Kx7 232. Qx7-Kx8 233. Qx8-Kx7 234. Qx7-Kx8 235. 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Executive Editor
David Brewerton

THE POUND

US dollar
1.6110 (-0.0015)
W German mark
2.7783 (+0.0224)
Exchange index
87.0 (+0.2)

STOCK MARKET

FT 30 Share
1998.3 (+34.2)
FT-SE 100
2463.7 (+29.6)
USM (Datastream)
156.08 (+3.06)

How green
are our
railways?

Trains impart an environmental benefit compared with car transport, so why not award grants to the railways on those grounds?

The prospect is explored by Mr John Banham, director general of the Confederation of British Industry, in a special assessment for *The Times* of current transport policy.

FNFC ahead

First National Finance Corporation, the consumer credit group, lifted profits by 4 per cent to £7.6 million. Earnings fell 2 per cent to 30.6p, but a 8.5p final dividend makes 13p, up 13 per cent.

Savills down

Profits at Savills, the surveyor and estate agent, fell 24 per cent to £2.94 million in the six months to October. Earnings fell 28 per cent to 5.2p, but the interim dividend is held at 1.125p.

STOCK MARKETS

New York	2812.83 (+2.78)
Dow Jones	
Tokyo	
Nikkei Average	Closed
Hong Kong	
Hang Seng	2698.72 (+20.65)
London	
FT-SE 100	1998.3 (+34.2)
FT-SE 250	1998.3 (+34.2)
FT-SE 350	1998.3 (+34.2)
FT-SE 450	1998.3 (+34.2)
FT-SE 550	1998.3 (+34.2)
FT-SE 650	1998.3 (+34.2)
FT-SE 750	1998.3 (+34.2)
FT-SE 850	1998.3 (+34.2)
FT-SE 950	1998.3 (+34.2)
FT-SE 1050	1998.3 (+34.2)
FT-SE 1150	1998.3 (+34.2)
FT-SE 1250	1998.3 (+34.2)
FT-SE 1350	1998.3 (+34.2)
FT-SE 1450	1998.3 (+34.2)
FT-SE 1550	1998.3 (+34.2)
FT-SE 1650	1998.3 (+34.2)
FT-SE 1750	1998.3 (+34.2)
FT-SE 1850	1998.3 (+34.2)
FT-SE 1950	1998.3 (+34.2)
FT-SE 2050	1998.3 (+34.2)
FT-SE 2150	1998.3 (+34.2)
FT-SE 2250	1998.3 (+34.2)
FT-SE 2350	1998.3 (+34.2)
FT-SE 2450	1998.3 (+34.2)
FT-SE 2550	1998.3 (+34.2)
FT-SE 2650	1998.3 (+34.2)
FT-SE 2750	1998.3 (+34.2)
FT-SE 2850	1998.3 (+34.2)
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FT-SE 6850	1998.3 (+34.2)
FT-SE 6950	1998.3 (+34.2)
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FT-SE 7150	1998.3 (+34.2)
FT-SE 7250	1998.3 (+34.2)
FT-SE 7350	1998.3 (+34.2)
FT-SE 7450	1998.3 (+34.2)
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FT-SE 7650	1998.3 (+34.2)
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FT-SE 8150	1998.3 (+34.2)
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FT-SE 16750	1998.3 (+34.2)
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FT-SE 19750	1998.3 (+34.2)
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FT-SE 29250	1998.3 (+34.2)
FT-SE 29350	1998.3 (+34.2)
FT-SE 29450	1998.3 (+34.2)
FT-SE 29550	1998.3 (+34.2)
FT-SE 29650	1998.3 (+34.2)
FT-SE 29750	1998.3 (+34.2)
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FT-SE 30150	1998.3 (+34.2)
FT-SE 30250	1998.3 (+34.2)
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FT-SE 30750	1998.3 (+34.2)
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FT-SE 32950	1998.3 (+34.2)
FT-SE 33050	1998.3 (+34.2)
FT-SE 33150	1998.3 (+34.2)
FT-SE 33250	1998.3 (+34.2)
FT-SE 33350	1998.3 (+34

TEMPUS

FNFC demonstrates staying power

First National Finance is often seen as a weather vane of consumer credit, liable to catch cold when economic winds freshen. None the less it has proved once more that it is a survivor.

The gain in profits of 4 per cent to £71.6 million may have been £2 million lower than City forecasts, and a long way from the company's double-digit growth of previous years, but was still better than figures from many of its rivals.

Second-half profits actually fell 4 per cent to £36.5 million, while the year's diluted earnings slid 2 per cent after a final tax charge. At least the final of 8.5p, raised from 8p, means the year's payout of 13p is up 13 per cent.

The real blow to growth came from property development rather than the lending operations. Property operating profits slid 20 per cent to £11.7 million, due to a decline in the number of sites.

Consumer credit, by contrast, increased its contribution by 5 per cent to £48.7 million, despite the much publicized downturn in consumer credit.

For this, First National can be grateful for its absence from the fixed-rate loan market; it does not hire purchase car financing. Its floating rates of interest may not make it the most competitive lender in the market, but they do at least maintain its margins.

Mr Tom Wrigley, the chief executive, admits that the company's first mortgage business has suffered a serious downturn. But new business has continued to arrive in the form of second mortgages and home improvement loans.

The past year, he says, was one of the conservatory, and First National finances a third of that market.

If the consumer lending market continues to stagnate, then expansion in smaller company lending, where profits grew 36 per cent to £15.8 million, and now insurance broking should ensure the group's forward momentum.

Fears over the slowdown in consumer credit have left the shares unmoved for more than a year. On profits of £73 million this year, they are, at 23p, on a p/e ratio of under 8 and could return to favour rapidly when the interest rate picture begins to brighten.

Savills

With interest rates at present levels, it was only a matter of time before the strains caught up with the suppliers of specialist services to the property sector.

In that context, the 24 per cent fall in Savills pre-tax profits to £2.94 million in the six months to October was relatively mild, although it is clear that 1990 will be a tough year. Savills' strength lies in the broad range of agency and



Property development seen as black sheep: Tom Wrigley with Richard Langdon, right, FNFC chairman, yesterday. Property development is a black sheep in the FNFC stable, but it appears its residential business made only a modest profit in the first half. Savills operates at the top end of this market and the average price of the houses sold actually rose by a quarter to £380,000, but it was not enough to compensate for a 30 per cent fall in turnover. Since Savills' business of

selling and managing farms has remained relatively stable, the setback on the residential side accounted for virtually all the decline in group profits, and raised the proportion coming from commercial property to 80 per cent.

But within that sector there was a sharp switch in both the origin of its profits and its clientele. Commissions on property sales, formerly three-fifths of commercial profits, fell away and were offset by a doubling in the contribution from professional services such as valuations.

Analysts are looking for full-year profits nearer £4.5 million after £6.52 million last time. That would mean fully diluted earnings of 7.6p and a prospective p/e ratio of 10 with the shares languishing at 77p. Despite its defensive qualities, Savills' shares are likely to be lumped with other estate agencies while property sits in the doldrums.

Pepe Group

Pepe, the jeans maker, is in need of a boost to win new friends because the group's earnings rose by only 4.8 per cent to 15.2p a share in the six months to end-September.

While interim sales rose by 41.4 per cent to £64.3 million, and operating profit was 20.9 per cent higher at £7.1 million, a sharply higher interest charge at £1.1 million stunted

the growth at the pre-tax level from £3.69 million to £4.05 million. Higher tax checked the attributable profit line.

Market reaction was a 5p dip in the share price to 270p, which is 75p below last July's rights issue price. However, the interim dividend rises by 25 per cent to 2.5p a share, payable April 6, suggesting that disappointing half-time results might be a blip.

The world of jeans and other casual wear was mixed for Pepe with difficult trading conditions in Britain — compounded by the loss of one large customer — but with West Germany, France and the Benelux countries all zipping ahead.

Overseas sales now account for 60 per cent of group turnover, and population movements in Eastern Europe and falling trade barriers could make up for ground lost at home.

Gearing is 35 per cent, interest cover remains a healthy seven times, and there is market belief that newly appointed managing director Tony Reading (ex-Polly Peck) will soon be able to put the fire back into Pepe's figures.

BUSINESS ROUNDUP

Sea Containers set to meet on February 24

Sea Containers, under \$1.12 billion (£695 million) takeover threat from the Anglo-Swedish consortium Temple, has set February 24 for the date of its special general meeting to consider its rival recapitalization plan. The meeting will be in Hamilton, Bermuda, with shareholders on record on January 19 entitled to vote.

The Sealink shipping group said it had yet to set a date for its other impending special general meeting, called by Temple in its attempt to have the existing Sea Containers board removed. This would most likely take place early in March, probably also in Bermuda.

Peel rejects property deal

Peel Holdings, the property company which is run by Mr John Whitaker, has pulled out of its agreement to acquire Instantpost from one of the company's directors and his wife after detailed residential planning permission for the land was not granted by the deadline of December 31. Instantpost's sole asset is eight acres of land at Rochdale, Lancashire.

Foseco grows in France

Foseco, maker of metallurgical chemicals and ceramic, has enlarged its continental activities by buying 65 per cent of Servimetal for £3.3 million cash from French state-owned group Pechiney, Servimetal, based in Chambéry, France, supplies the non-ferrous foundry and wrought aluminium markets. Servimetal had net assets of £2.9 million in December 1988.

Hollas rises to £1.45m

Hollas Group, the Manchester-based clothing distributor and yarn processor, lifted pre-tax profits 22.6 per cent to £1.45 million in the six months to end-September, but gave warning it was feeling the effects of the downturn in retail trade, and margins pressure in its importing business, which accounts for more than half of profits.

Turnover rose 36.7 per cent to £28.5 million, but interest charges nearly doubled from £284,000 to \$521,000. Earnings slipped from 2.6p to 2.5p while the interim dividend climbs to 1.6p (1.5p). The shares firmed by 1p to 42p.

SBJ raises

£1.2m in sale

Steel Barfill Jones Group, the Lloyd's insurance and reinsurance broker, has sold its freehold interest in Stephenson House in Gravesend, Kent, for £1.21 million to a locally-based businessman. The proceeds will be used to raise the working capital of SBJ Stephenson, its non-Lloyd's brokerage acquired in April 1988, and SBJ. The shares firmed by 1p to 285p.

Carclo £1.9m expansion

Carclo Engineering, through Francis W Birkett and Sons, is buying the business of, and property occupied by, Hills Discounting and its subsidiary, Hills Non-ferrous, a foundry business in Greenwich, London, for £1.9 million in cash. Hills has net assets of about £1.4 million. Turnover and pre-tax profits for the year ended September 30 were £3.3 million and £100,000 respectively.

Brooker for Cowells

Mr Alan Brooker, for seven years chairman of Exial Group and currently deputy chairman of Provident Financial Group, is to be chairman of Seriff Cowells, the board game group which owns the European rights to Trivial Pursuit.

He replaces Mr Peter Barker, who continues as non-executive director. Mr Brooker is also chairman of Kode International. After problems at the Cowells printing side, Seriff Cowells lost three executives last year. Interim figures were cut back by £684,000 in compensation payments, with pre-tax profits crashing from £1.81 million to just £74,000.

Severn Trent in venture with Acer

By Our Financial Staff

Severn Trent has formed a joint venture with the Acer Group, the engineering consultants, to provide extra design capacity for the privatized water group's £4 billion investment programme.

Acer will transfer 50 of its 1,000 staff to the new company, Acer Engineering. Severn Trent will own 35 per cent

and provide about 60 per cent of the work.

Within three years Acer should be capable of handling capital works of at least £100 million a year.

Most of Severn Trent's programme will still be handled by its own engineering subsidiary, which employs 270 people.

A global view of stock markets

The Times is introducing a new reader service — a series of stock market indices that allow investors to assess the performance of various world markets on a comparable basis. The Morgan Stanley Capital International series, created in 1968 as the Capital International Index, is the recognized international standard, published in business newspapers around the world.

The Times will publish the indices daily, expressing the

changes over the previous day and previous year in terms of sterling, United States dollars and each local currency.

Where there are significant restrictions on foreign ownership of shares, such as in the Nordic countries and Switzerland, both the "free" and the national market indices are quoted. The indices, published daily from Geneva, provide a benchmark against which international investment performance can be measured.

WORLD MARKET INDICES

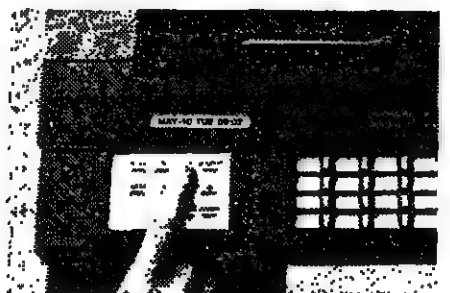
Index	Value	Daily change (%)	Yearly change (%)	Daily change (%)	Yearly change (%)	Daily change (%)	Yearly change (%)
The World (free)	847.5	0.5	29.2	0.8	23.8	0.2	15.3
EAPE (free)	182.1	0.5	29.2	0.7	23.9	0.2	15.3
Europe (free)	1583.2	0.4	22.1	0.6	20.9	0.1	8.9
Europe (free)	159.9	0.4	21.9	0.5	20.9	0.1	8.7
Europe (free)	782.3	1.0	41.9	1.8	30.5	0.7	26.8
Nth America (free)	185.3	1.1	42.7	1.3	31.0	0.7	27.3
Nth America (free)	549.1	0.6	44.7	0.8	28.7	0.3	29.0
Nordic (free)	1547.2	0.4	42.5	0.9	27.5	0.1	27.1
Pacific (free)	235.4	0.7	56.1	1.3	36.7	0.4	39.2
Pacific (free)	3925.8	0.1	13.1	0.1	16.5	-0.2	0.9
Far East (free)	5722.0	0.0	12.8	0.0	16.6	-0.3	0.6
Australia (free)	352.2	1.7	20.0	1.9	18.5	1.3	7.0
Austria (free)	1683.3	0.9	32.2	0.8	20.0	0.5	23.2
Belgium (free)	392.0	0.9	32.2	0.8	20.0	0.5	23.2
Canada (free)	609.9	0.9	32.2	0.8	20.0	0.5	23.2
Denmark (free)	1284.0	-0.9	55.5	-0.6	16.1	-1.2	38.7
Finland (free)	111.1	-0.9	-4.1	-0.3	-16.1	-1.2	-14.5
France (free)	148.0	-0.2	22.0	0.4	26.8	-1.5	31.2
Germany (free)	790.4	-1.2	47.1	-0.4	67.5	-1.5	31.2
Hong Kong (free)	2234.9	3.1	68.8	4.0	43.6	2.8	49.8
Italy (free)	384.1	0.4	31.1	0.7	4.2	0.5	4.1
Japan (free)	6094.4	0.0	12.2	1.2	14.8	0.0	16.9
Netherlands (free)	951.5	0.4	48.2	1.3	16.5	-0.3	0.1
New Zealand (free)	107.9	5.0	26.1	4.8	27.8	0.1	32.2
Norway (free)	1419.5	3.4	70.4	3.8	53.9	3.1	52.0
Sing/Malay (free)	2041.5	1.2	60.9	1.4	40.7	0.9	43.5
Spain (free)	235.4	-0.8	18.7	0.1	3.5	-1.1	5.9
Sweden (free)	1738.6	0.4	44.5	0.8	31.5	0.1	28.9
Switzerland (free)	242.2	1.0	54.0	1.4	40.2	0.6	37.4
UK (free)	919.5	1.8	40.2	2.6	31.0	1.5	26.1
USA (free)	140.7	2.1	41.9	2.8	32.5	1.8	28.5
USA (free)	734.0	1.3	34.4	1.3	34.4	1.0	19.9
USA (free)	493.3	0.6	45.2	0.3	29.5	0.3	28.5

* Local currency.

Source: Morgan Stanley Capital International.

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Sun Alliance buys travel group's minority holding for £5.25m

Hogg sells estate agency stake

By Jeremy Andrews

Continuing losses and little prospect of immediate improvement have persuaded Hogg Robinson to sell its remaining 40 per cent stake in Hogg Robinson Property Services, its estate agency.

Sun Alliance, which acquired 60 per cent of the 90-branch business for £16.5

million last May, is now paying just £5.25 million for the outstanding minority.

Hogg Robinson had intended to keep the minority for five years. But in view of the continuing losses both parties felt it was in its own interest to bring the original agreement to an end. Under

the May deal, Sun Alliance agreed to pay a further £1.5 million for the exclusive right to sell financial services through Hogg's 200-branch travel agency network.

This time it is paying £4.75 million for the stake, plus £500,000 for support services to Hogg Robinson Property

Services until September. The deal is a small one for Sun Alliance, currently capitalized at £2.73 billion.

Mr Scott Nelson, Sun Alliance's general manager, was happy with the decision to renegotiate the original agreement as it brought the average price per branch down from

£300,000 to less than £250,000. The chain's losses have been reduced from £3.9 million in the second half of 1988-89 by the closure and mothballing of about 20 branches, he said.

Hogg Robinson had the option to sell out in 1994 using a formula based on 10 times the estate agencies' earnings less accumulated losses.

Mr Chris Brown, Hogg Robinson's finance director, said that although the chain's 1988-89 losses were known about when the original terms were worked out, he had expected the market would recover earlier than now appears likely.

Now, however, it appeared that the accumulated losses which would have been subtracted from the final payment might have been substantial.

L&G pays £7.8m for Parkers interest

Legal & General is buying the remainder of Parkers of Reading, the estate agency chain, for £7.8 million — £1 million less than it paid for its initial 42 per cent stake two years ago and just three weeks after it paid Provident Financial £19 million for Whitegates, its northern chain.

Parkers has 50 active branches and made pre-tax profits of £2.46 million in 1988. The deal is complicated as Legal & General is merging Parkers with Ellis, a

loss-making 15-branch chain in north-west London which it recently acquired. This gives the life fund, which holds Legal & General's stakes in both Parkers and Ellis, 51.5 per cent of the enlarged equity.

The company is issuing 1.88 million shares to Parkers' vendors and the balancing 48.5 per cent stake in the merged agency will form part of shareholders' funds. The Whitegates

acquisition was split equally between Legal & General's life and shareholders' funds.

Parkers' vendors also stand to pick up a further maximum payment of £5.5 million provided significant growth and high profitability are achieved over the next three years. The company makes no comment about current profitability, but nine of the merged chain's 74 outlets are mothballed at the moment.

BP closing big sale of assets

BP Exploration — part of the BP group — has finalized most of a \$1.1 billion (£683 million) sale of international resources assets to Oryx Energy of Dallas, an oil and gas company. About \$200 million of the original \$1.3 billion deal announced in September was pre-empted by BP's partners.

The rest of the revised \$1.1 billion deal is expected to be completed shortly. The sale of the assets to Oryx is part of a large-scale reorganizing of BP Exploration's strategy.

Lasmo in £12m Canadian buy

Lasmo, the independent oil group, is widening its international portfolio of gas and oil interests through the purchase of 10 permit areas from Interhome Energy of Canada for Can\$23 million (£12.7 million).

The assets take in six countries and for the first time add Malaysia to Lasmo's geographical spread. Lasmo shares rose 3p to 587p.

Potential deal

Mr Robert Maxwell, the publisher, said that his potential purchase of a stake in British Satellite Broadcasting would be made entirely through his private interests, rather than through Maxwell Communication, the publishing company which he chairs.

Threat to Bond

Lawyers acting for US noteholders said that they may want to join the court case over the appointment of receiver-managers to Bond Corporation Holdings' Australian breweries.

Spice disposal

Spice, the USM distributor of motor parts and accessories, has sold its superstore in Watford, Hertfordshire, to Maccles for £1.3 million.

Goodhead deal

Goodhead Group, the print, packaging and design company, has bought the title *Jacksonville Shopping Guide* and the operating assets, relating to the publication, in Florida for \$773,000 (£480,000).

Pepe ahead at half way

PETER TREVINO



Mr. Roger Rowland (left), chairman of Pepe Group, and Mr. Tony Reading, the group managing director, after reporting half-time pre-tax profits of £6.64 million, against

operation in Osaka, Japan, made a small profit in its first trading period and group companies in Germany, France and Benelux turned out to be stars. *Times*, page 24

SIT 'loses £5m' on Lowndes

By Gillian Bowditch

Scottish Investment Trust is believed to have lost about £5.4 million on its holding in Lowndes Queensway, the troubled furniture retailer, chaired by Mr James Gulliver, who is also a Scottish Investment Trust director.

A spokesman for SIT said that the group had 8.5 million shares in Lowndes Queensway and the trust's report and accounts out this week says: "Lowndes Queensway and Lloyds Abbey Life suffered badly from the high interest rates of the last 12 months and

these had an adverse effect on our overall performance." At the end of October 1988 Lowndes was SIT's fourth largest British investment, with a £6.13 million stake. Yesterday the 8.5 million Lowndes shares were worth just £722,500. The shares are suspended at 8.5p pending Lowndes' second refinancing in six months. The SIT spokesman refused to say if it had participated in Lowndes' £18.5 million rights issue last August.

SIT increased its net asset value by 19 per cent to 197.8p a share in the year to October 1989. SIT said there is no conflict of interest between Mr Gulliver sitting on SIT's board and SIT investing in a company he chairs.

SIT has changed broker from Hoare Govett to County NatWest, which has a strong investment trust team. Mr Robin Angus, investment trust analyst at County, said it is perfectly normal for investment trusts to invest in companies their directors are involved in.

Hopes for big cuts in steel costs

By Derek Harris
Industrial Editor

A technique which promises big cost savings in producing iron for steel-making went into full-scale trials at British Steel's works at Teesside, Cleveland.

As number four blast furnace was re-lit, following modifications, the world's first production of iron using the direct combined injection of oxygen and granulated coal began.

The furnace can produce 1,000 tonnes of iron a day, including pig iron for the foundry industry and high-carbon ferromanganese for use in steel-making.

The aim is to cut coke consumption in the blast furnace by more than half. At present, British Steel uses about 9.5 million tonnes a year of coking coal, costing about £350 million. One issue will be how far the substitution of granulated coal might be cheaper.

The key savings are likely to be in the elimination of a large proportion of coke oven batteries which are used in the new-generation integrated steel-making plants to produce coke from coal.

It is still classed as a research project, costing £6.4 million, but it is supported by two other European steel producers, Hoogovens of Holland and ILVA of Italy.

It also is the biggest project of its type with backing from the European Community's ECSC iron and steel demonstration programme.

COMMENT David Brewerton

Kingfisher takes aim but misses the target

Kingfisher has unwrapped a weighty document which purports to be an analysis of the real value of Dixons. It is nothing of the kind, more an attempt to make Dixons shareholders wonder whether they have been served up microwaved sets of accounts for the past several years. It fails because it is overlong, overcomplicated and makes use of a limited number of new facts to arrive at conclusions all unflattering to Dixons.

Kingfisher shreds the Dixons profits into constituent parts to support the conclusion it is a hopeless retailer which makes little or no profit. Kingfisher has reclassified Dixons' profits for 1987-88, the last year for which all the data is available, and has shrunk the "UK retail" profits from £58.8 million to £16.8 million. The missing £42 million has been re-allocated to financial services and property, and Kingfisher has given the exercise a spurious authenticity by listing sources and assumptions running to two close-typed pages.

The reallocation, however well-documented and spuriously accurate, is nonsense. It takes what is effectively a package sale of goods and services, loads all the costs on to the goods, and then claims all the profit is made on the services. The reality is that the

customer buys the package, and without the overheads of shops, sales staff and advertising, there would be no service to sell, nowhere to sell it and nobody to sell it to. It is equally foolish to strip away from the retail profit the effect of financing the business. Kingfisher seems to suggest that the only "real" profit is that generated in the shop, and that use or abuse of working capital is almost irrelevant. It is not, as anyone who works for Kingfisher would testify.

But possibly the worst aspect of the document is its misleading comments on Dixons property assets, where it says it owned only £42.1 million of fixed property assets in April 1989 against £123 million in April 1985. Correct as far as it goes, but it stops short of the full story. Dixons has already addressed this in its defence document: at April 1989, Dixons also owned £132 million of trading properties held, and identified, as stock. Property holdings were, in fact, greater in 1989 than 1985.

Dixons does, for all that, have questions to answer, the main one being why its own profits started to go down when the market in electrical goods was still going up. But shareholders can comfortably consign the latest Kingfisher document to the dustbin.

A peak worth the hard climb

It was a long time coming. So there was as much a feeling of relief as euphoria on the stock market yesterday as London share prices finally recovered from the October 1987 crash to reach an all-time high.

Tokyo had sailed onwards and upwards after just a few months. Wall Street and Frankfurt managed it just before the mini-crash of last October. London was on the brink at that time but had the cup of joy dashed from investors' lips at the crucial moment.

The upsurge yesterday morning was somewhat lacklustre in tone, reflecting a technical shortage of stock in the market rather than enthusiasm from City institutions. But it succeeded in generating genuine buying later as institutions, whose cash balances were boosted by £10 billion of cash takeover bids in the second half of last year, rushed to avoid being left off any bandwagon.

Share prices are certainly still far better value than they were in the speculative summer of 1987. The best measure is probably that profits have since risen by a third. The relationship between equities and gilt-edged is also more favourable. Hoare Govett calculates that dividend yields are about 2.3 times the interest yield on War Loan, compared with 3.3 times at the previous peak. The new high does not mean there is any speculative bubble this time.

That said, it would be surprising if the drive into higher ground was not a bumpy one. Profits are still forecast to rise

between 5 and 11 per cent this year. But much of that is thanks to the effect of sterling depreciation on overseas profits, particularly of big international companies. There will be some nasty surprises at home. And there would be a big setback if the pound has not stabilized and interest rates peaked.

Shareholders denied

It was widely reported as wanting £30 million. It went for £20 million. It probably got £10 million. But shareholders in T&N, the erstwhile Turner & Newall, are unlikely ever to be told just how much the company receives in settlement of the long-running AE affair.

As part of its settlement with Hill Samuel, T&N has given up any legal proceedings against Cazenove, the broker, which was also censured by the Takeover Panel. All parties are bound by one of those convenient confidentiality agreements that prevent anyone breaking ranks and saying just who did what to whom, and who was paid.

Any recovery, therefore, by Hill Samuel against Cazenove, should such eventually materialize, will apparently also not be revealed to Hill Samuel's ultimate owners, the shareholders of TSB. The AE affair took place at a time when the City was rather more relaxed about share indemnity schemes than it is now. It is a shame that the terms of its eventual resolution should be swept under the carpet.

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Kelly joins the other Morgan

Equity salesman Paul Kelly, described by his City friends as "ebullient and cuddly," is leaving Smith New Court to work for Morgan Stanley, under the wing of the inimitable John Holmes, from mid-February. Kelly, who began his City career as a fund manager with Mercury, the asset management arm of SG Warburg, switched to selling equities — specializing then in the financial sector — when he moved to Laing & Cruckshank and became a more general salesman at SNC. "It is very good news for us," says Holmes. "We don't have great numbers of sales people here. We look for people who are different from the average run of the mill and Paul is exactly the right sort of chap for us." Adding that MS doesn't employ any specialist salesmen — "all the guys here are general salesmen" — he said he nevertheless prefers people who have been specialists. "It gives them an edge on certain stocks," said Holmes. And Morgan Stanley is, he said, still on a recruitment drive.

Novel choice

WH Smith gave £10 vouchers to 30 Moscow schoolchildren, on an educational exchange programme with children from William Hulme Grammar School, Manchester, and yesterday they spent them at the company's shop in Manchester's Arndale Centre. Their most popular choice? James Bond and Sherlock Holmes.

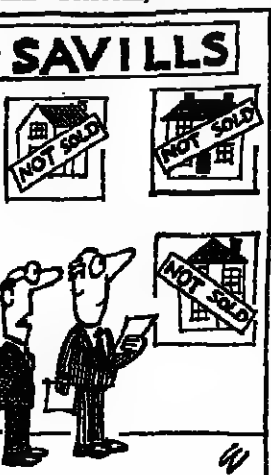
THE TIMES CITY DIARY

C/o a hole in the ground

Barclays Bank customers who have come to write to its head office in Lombard Street, will from July onwards, be effectively writing to a Nissen hut on a building site. For although the bank intends to keep the address operational as far as postal deliveries are concerned, the building itself is being demolished to be replaced, during the next four years, by a "more efficient" £150 million complex with three towers — five, eight and seventeen floors high. "We actually have permission from the Post Office to continue

BT's loss

Martin Penfound, the respected chief press officer at British Telecom, has died



"Usual story — high interest — no interest."

after a long illness, aged 52. Born in London, he began his career as a journalist in the Republic of South Africa, working for *The Representative*, *Queenstown*, the *Rand Daily Mail* and the *Sunday Times*, before returning to Britain in 1975 as an information officer with the Post Office. He had been in an intensive care unit for several weeks and, described by his colleagues as "a battler by nature who refused to give in to his illness," he was allowed to spend Christmas at his Essex home with his wife Lorna and family and died peacefully, in hospital, on December 28. The funeral takes place at Parnon Wood Crematorium, Harlow, Essex, at 10.30am on Monday. His family requests donations to Dr Barnardo's in Barking, Essex, instead of flowers.

Piranha laid bare

Readers of Michael Lewis's humorous cult book, *Liar's Poker*, which tells the story of the rise and partial fall of Salomon Brothers — and is being read avidly, to rave reviews, within the Square Mile — will be all too familiar with the character in it only ever referred to as the "human piranha." A vivid picture is painted of him as being singularly foul mouthed, but also one of the firm's top performers in New York. This "piranha" is, I can reveal, none other than Tom Bernard. And he resigned from Salomon's just before Christmas after being shunted sideways, off his heady perch on the high-yield debt trading desk. Colleagues confirm that Lewis's description of Bernard is accurate. He is indeed notorious for his use of bad language, but it is also true that he made several million dollars for Salomon and, in his seven or so years with the firm, helped establish its name as a financial force to be reckoned with. Wall Street watchers are now waiting with bated breath to see where he will resurface. ● Wall Street traders are, told, trying out a new type of chewing gum which is supposed to detect whether or not they are suffering from stress. Called Stress Age, the gum has been developed in Japan and is supposed to react to chemicals, produced by stressful human beings, and found in saliva. The gum will apparently turn pink within three minutes if the chewer is stressed.

Carol Leonard

N Sea oil price rise heralds record year but uncertain decade

By David Young, Energy Correspondent

North Sea oil prices have soared to a four-year high. Europe's oil dealers attributed the rise to higher petrol prices and tighter supplies in the United States.

Brent crude cargoes for loading in February were quoted at about \$21.505 a barrel, between 40 and 50 cents above the close on Tuesday. One trader said: "We're still bullish. Prices could go even further." But others were uncertain.

While the 1990s have started with the oil price hitting a four-year high, no one in the industry is prepared to make a prediction of where the price will be at the end of the decade.

The experiences of the last 10 years have resulted in fewer in the oil industry being prepared to make a living by crystal-ball gazing. Those who tried to do so ended the 1980s on a diet of crushed glass.

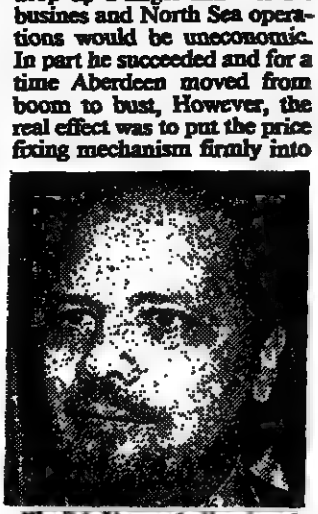
The last decade saw the eclipse of Sheikh Ahmed Zaki Yamani, the most charismatic figure to emerge from the ranks of the Organization of Petroleum Exporting Countries (Opec) and the man most motorists personally blame for the rise in petrol prices (they forget that the only time British petrol prices rose above £2 a gallon, it was the result of a tax-raising decision by Mr Nigel Lawson).

Sheikh Yamani forged the Opec policies that allowed the producers' cartel to keep a firm grip on oil prices and send them upwards in the 1970s and even higher in the early 1980s.

However, the emergence of the North Sea as a leading producer and the British Government's decision to abolish the British National Oil Company and its oil price-fixing role - its oilfields helped form Britoil and have subsequently changed its role - gave the free market a stronger say in the price-fixing process.

While Opec complained bitterly that Britain reneged on an output-cutting agreement made to Opec by Mr Lawson, the then Energy Minister, they also resorted to over-production and cheating on their own agreed output quotas.

The result was that Sheikh Yamani devised a plan to teach the British a short sharp lesson. He drove prices downwards so that Opec would mop up a larger share of the business and North Sea operations would be uneconomic. In part he succeeded and for a time Aberdeen moved from boom to bust. However, the real effect was to put the price fixing mechanism firmly into



Sheikh Yamani: diminished the hands of those who ran the free markets in which oil was bought and sold.

The Opec countries, which had borrowed against what seemed a secure flow of dollar revenues, saw their earnings drop. Those like Saudi Arabia and Kuwait could dip into their large cash reserves held in Western banks, but others such as Nigeria saw the dream of unlimited oil wealth evaporate. There was also the bizarre situation of Iran and



Nigel Lawson: £2 prices

Iraq sitting alongside each other at Opec meetings while war raged between them.

When the financial strain became too much even for Saudi Arabia and Kuwait, Sheikh Yamani was sent back

to the Opec negotiating table by his Royal masters, but his initiatives failed and he was effectively sacked.

Opec has yet to win back its price-fixing abilities. It has tried by setting a "reference market price", but this is an aim rather than a reality and it is the price of North Sea Brent oil on the futures markets that is used to illustrate the world oil price and as the basis for planning the long-term investments the industry has to make to ensure exploration and production continues.

However, Opec should not be written off. Its members sit on more than 90 per cent of the world's proven oil reserves and by the mid-1990s will again be in a position to dictate prices as non-Opec production declines.

There are hopes that the Opec policies of the 1990s will be more realistic and that the organization will realize the benefits of having a stable price so that more serious long-term economic planning can take place.

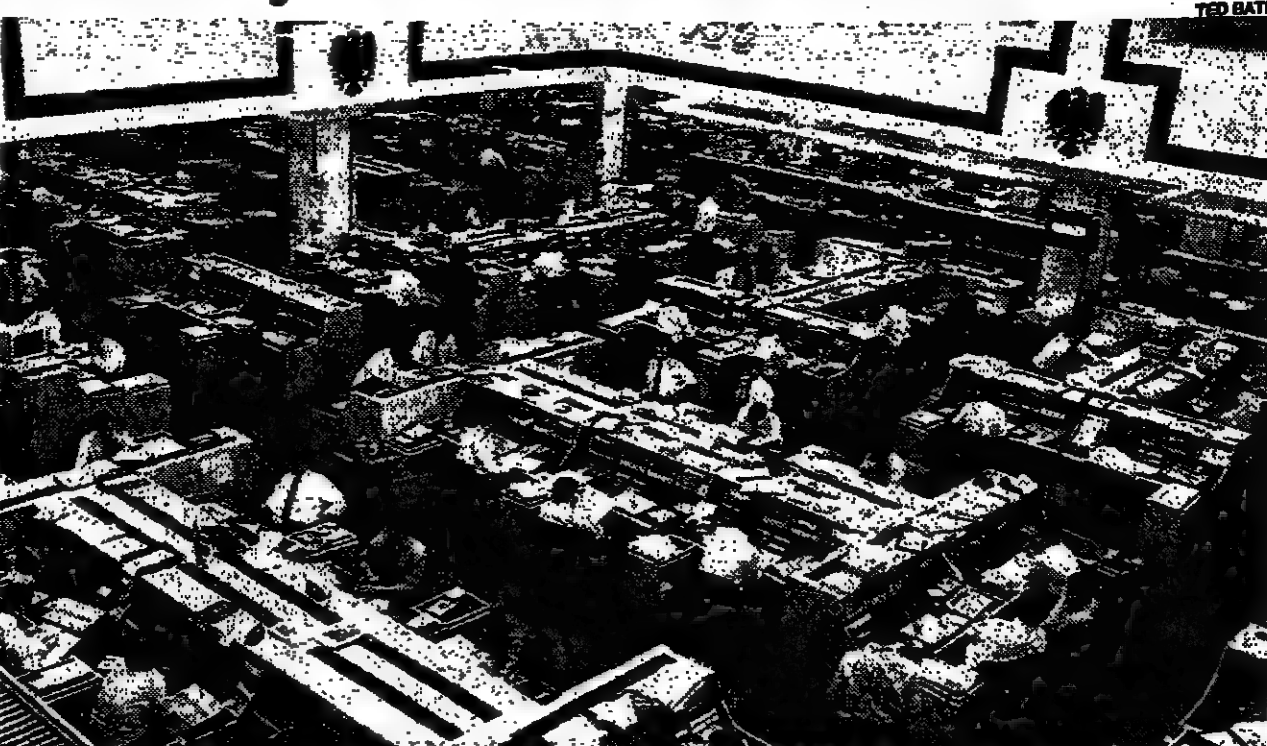
For Britain, the next decade will witness some remarkable new developments in the North Sea which are largely dependent on the oil price staying stable at about \$20 a barrel.

There are predictions that by about 1994 construction yards in Scotland and the North-east will be under such pressure to build jackets, modules and sub-sea production equipment that new skill shortages will emerge. This will see oil companies fighting for orders.

BP believes prices will be stable and is planning to drill 87 wells in the North Sea next year. That will place enormous demands on manpower and drilling equipment.

Overall, 1990 is expected to be a record year for activity in the North Sea, according to analysts at James Capel, the broker. They have calculated that 36 companies will drill more than 330 exploration and appraisal wells in the North Sea, and that most of those planning wells have been assuming a price of only \$18 a barrel.

Barclays unveils its nerve centre



This month sees the official opening of Barclay's Bank's global treasury trading room in Royal Mint Court near the Tower of London. At 26,000 sq ft, it is reputed to be the largest trading floor in the City (Neil Bessent writes).

The trading floor already houses the bank's 220 foreign exchange and money

market dealers. The floor will contain more than 1,000 kilometres of cable, and 8,000 power outlets.

Its size demonstrates the large profits banks are presently making from foreign exchange and treasury instruments, as overseas trade continues to grow, and many companies turn to swaps - a

method by which they can buy loans at fixed interest rates - and other products to fix their interest rate exposure.

The opening is part of Barclay's gradual move out of its traditional headquarters in Lombard Street, where demolition and redevelopment is due to start in July.

Jump in loans to East Europe

From A Correspondent

Commercial banks in Western industrial countries lent substantially more to Eastern Europe and Asia in the first half of 1989, and cut exposure to Latin America, says the Base-based Bank for International Settlements.

The report covers leading activity of banks in the Group of 10 industrial countries, plus Denmark, Finland, Ireland, Luxembourg, Austria, and Spain. Adjusting for changes in currency rates new lending

to the Soviet Union rose by \$4.2 billion (£2.6 billion) in the first half of 1989.

The Soviet Union accounted for the bulk of the total increase of \$5.3 billion claims on Eastern European countries, says the BIS. Most loans involved maturities of less than a year. Other Eastern European countries receiving new lending in the first half of last year were Bulgaria, with \$700 million; East Germany, \$500 million; and Hungary,

\$300 million. At the same time, claims on Poland contracted by \$400 million. Polish rescheduling efforts led to a lengthening of maturities.

The latest BIS figures cover the half-year before much of the dramatic political and economic changes in the Eastern European countries.

Loans to Asian countries outside the Organization of Petroleum Exporting Countries again rose strongly. In the first half of last year, they rose

by \$4.1 billion, after a gain of \$4.7 billion in the second half of 1988. China received \$1.7 billion, Thailand \$1.6 billion, and India \$900 million.

In developing countries outside Asia, loans continued to decline. Claims by banks reporting to the BIS fell \$8.1 billion on non-Opec Latin America during the period, or 7 per cent on an annualized basis. Since the end of 1986, claims on that region's countries are down 14.5 per cent.

Rippon becomes UniChem chairman

By Michael Tate

Lord Rippon of Hexham, who negotiated Britain's entry into Europe, has been appointed chairman of UniChem, the pharmaceutical wholesaling co-operative which will be seeking a stock market listing this year.

UniChem's plans for a flotation - first announced two

years ago - included a controversial share discount scheme, which threw the pharmaceutical industry into uproar, prompted a takeover bid - which it defeated - and embroiled the Department of Trade and Industry, the Office of Fair Trading, the Chief Registrar and the European

Court. However, the appointment of Lord Rippon, who has also had spells as Environment Secretary and Transport Minister, underlines the determination of UniChem to press on with its listing plans.

Lord Rippon, who is 65, is president of Britannia Arrow Holdings and chairman of

Dun and Bradstreet (UK), Michael Page, the Robert Fraser Group and Brassey's Defence Publishers.

He is also a director of the Maxwell Communication Corporation and the Groupe Bruxelles Lambert.

He became a life peer in 1987.

'Business rates may put 4p on pub pint'

By Derek Harris
Industrial Editor

Increases in the business rate could be the final straw forcing some public houses to push up prices, making beer drinkers early casualties of the Government's new rating system.

Speculation in the trade is centring on price increases of between 2p and 4p a pint.

But in much of retailing, where beleaguered shopkeepers are having to struggle to maintain sales, the increases coming through under the uniform business rate seem unlikely to be translated into higher prices.

The new system is due to take effect in April, followed by a five-year phased transition. The maximum increase during transition will be 20 per cent, plus indexation for inflation, with smaller premises paying a maximum of 15 per cent more.

Both Tory backbenchers and small business pressure groups will be pushing for such capping to be tightened, especially for smaller businesses, perhaps to a 10 per cent maximum every year during transition.

The Institute of Directors claims the new business rates system strengthens the argument for reducing corporation tax and cutting income tax on business profits.

Dr Ann Robinson, its policy unit head, said: "Reducing the tax burden on business is necessary to encourage investment, but it could now become a critical factor in the survival of many firms."

Public house tenants were talking of raising beer prices at the bar between 2p and 4p a pint as the first news of rates bill increases, often of 100 per cent and more, began circulating in the trade.

The bill for one Kent licensee was reported to be going up from £1,500 to nearly £3,500. In Hertfordshire, a licensee faces an increase from £3,300 to £14,000, and another in Suffolk is said to face a rise from £3,800 to £7,700.

Obviously the beer price hikes are over five years, but it is still not clear whether licensees may have to pay the community charge twice when they have their own home plus the contractual requirement to live at the pub they run.

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John Banham calls for a railway renaissance — but run on commercial lines

Trapped in an environmental straitjacket

As the Prince of Wales reminded us all recently, language matters. Grants, for the arts or the environment, for instance, are good. Subsidies, to consumers or competitors, are bad. The dangers inherent in such thinking became clearer in three recent government announcements which dealt with the new Green Bill, the level of the Uniform Business Rate and the further reduction in subsidies (sic) to rail commuters.

If, instead, Mr Cecil Parkinson, the Transport Secretary, had announced a reduction in environmental grants in the overcrowded South-east, or Mr Christopher Patten, the Environment Secretary, had stated that the Government considered it more important to keep the Community Charge £1.50 a week lower than to invest, say, £500 million to reduce pollution, it is interesting to speculate how Parliament might have reacted.

Unfortunately, that is precisely what has happened, but nobody seems to have noticed. The problem is simply stated. Public transport brings environmental benefits for non-travellers who do not reward the transport operators for providing them.

British Rail is currently in a straitjacket. As Sir Robert Reid,

the retiring chairman, said recently: "Our duty is not to run a service that is desirable: it is to run a service which will be profitable."

Yet the public and politicians of all hues want the railways to contribute to a better environment as well as providing convenient and reliable transport at competitive prices.

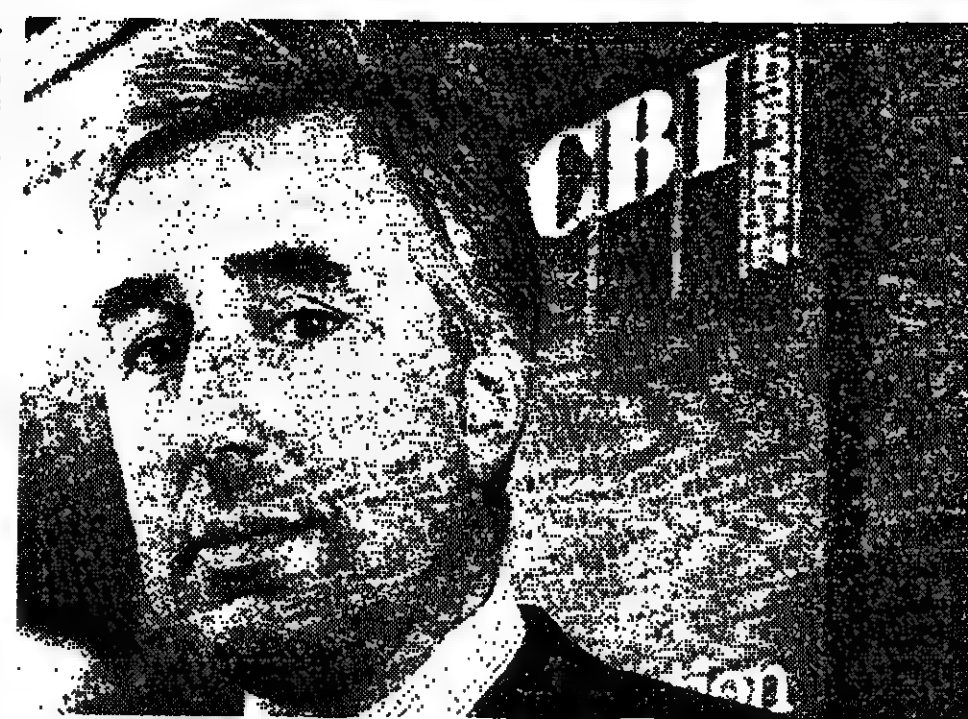
After all, rail services bring benefits which spread well beyond the rail user — reductions in road congestion, lower vehicle emissions, less nuisance and a shift of freight from road to rail.

But such "external benefits" of rail investment do not appear on BR's balance sheet, nor are they reflected in the profit and loss account by which the new chairman will be judged.

They are not recognized through environmental grants either. British Rail receives less financial support from the Government than any Continental rail service, by a very substantial margin compared with France and West Germany.

Similarly, pollution caused by industry and commerce will only be reduced by investment in new plant and equipment.

Already, in many process industries, up to 30 per cent of investment is environmental.



Grants not subsidies: John Banham, director general of the Confederation of British Industry

driven, in one way or another.

Yet, the effect of the Uniform Business Rate is to reduce the amount available for investment and some 110,000 businesses — mostly in manufacturing — will lose more than £700 million a year in expected rate reductions as a result of the transitional arrangements.

Moreover, one of the objectives of the new business rating system is to encourage businesses to move out of the overcrowded South-east.

The South-east will nevertheless remain the largest market in Britain, and economic growth will put further pressure on the roads just when they are having

to cope with more former rail travellers.

It is difficult to think of a clearer illustration of the problems — and opportunities — ahead for British Rail and its new chairman. A strategy is needed which allows a greener environment and a competitive economy.

Difficult trade-offs must be

made: higher prices or more consumption; higher investment or better dividends; more jobs or a cleaner environment; higher taxes or more votes.

Road, rail and air will need to be planned together. Investment must increase by an order of magnitude. Responsibility, which is now far too fragmented — there are some 33 highway authorities in London, for instance — must be clearly assigned.

The artificial planning system needs reform, and compensation for those blighted by the planning process must be more generous.

For the railways, in particular, failure to act promptly will represent a lost opportunity for a railway renaissance. At present, road accounts for 80 per cent of freight tonne miles in Britain because at distances below 200 miles, rail freight is uneconomic — and two-thirds of road freight journeys are of 50 miles or less.

But in June 1993 Britain's economic geography will be changed irrevocably by the opening of the fixed link to the Continent.

British Rail has recently published its plan for international rail freight services with 12 main regional terminals

planned, supported by secondary terminals and private sidings.

But more could be done. Encouragement could be given to the development of private sidings by reforming the Freight Facilities Grant. Few firms now qualify so this has fallen into disuse and relief of congestion is not criterion for grant receipt.

Consumers could have consistent pricing signals. For example, the cash cost of the single 184-mile rail trip from London to Manchester is £32.00 (standard class) and £47.50 (first class). The journey takes 2½ hours. Yet the cash costs of car travel (petrol costs, excluding depreciation and maintenance expenses), are only £14, although the journey would take four hours.

Small wonder that many travellers prefer to let the environment rather than the train take the strain. Even on a sensible full-cost basis, the train is definitely the best buy. Yet many businesses would be prepared to pay more than 25p per mile for the use of a private car for the same journey, and the lost time must be worth at least £20 on top. Road pricing must be an idea whose time has come!

Public transport within cities must also be improved. Rail

can provide mass transit into urban areas; but that is little use if it takes too long to get from the terminus to the office. Within London, in particular, this is precisely the situation at present with 15 underground stations critically overcrowded and 25 operating at or beyond their notional capacity.

Congestion on public transport already costs every employer in central London about £1,000 per employee every year — and untold personal hassle and misery into the bargain.

Finally, the sooner the new BR chairman is free to operate on a fully commercial basis, the better.

Then, BR will be able to borrow to invest to improve its services — with the debt secured against its huge property asset base. Staff could own a worthwhile share of the business, and benefit from its success.

Travellers would pay a competitive market price — and the future generations and others who would benefit from environmental improvements would fund these in the form of Exchequer grants.

And the word "subsidy" could disappear from the railway lexicon.

The author is director general of the Confederation of British Industry

How a new language can earn you money

On Saturday, *Family Money* looks at how skilled workers can double their salary — just by learning another language. It also charts the latest unit trust winners.

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Marlin Green Units	510	+5

LONDON TRADED OPTIONS

Call					Put					Call					Put									
Option	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
AA	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AB	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AC	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AD	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AE	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AF	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AG	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AH	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AI	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AJ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AK	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AL	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AM	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AN	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AO	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AP	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AQ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AR	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AS	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AT	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AU	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AV	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AW	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AX	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AY	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
AZ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BA	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BB	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BC	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BD	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BE	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BF	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BG	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BH	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BI	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BJ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BK	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BL	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BM	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BN	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BO	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BP	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BQ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BR	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BS	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BT	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BU	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BV	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BW	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BX	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BY	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
BZ	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CA	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CB	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CC	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CD	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CE	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CF	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CG	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CH	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
CI	100	100	100	100	100	100	100	10																

New tunes from old copyrights

Megastars from Mickey Mouse to Michael Jackson hold the key to vast marketing potential in the 1990s as old copyrights create new products, writes Melinda Wittstock

How valuable is Mickey Mouse — a mere doodle made 61 years ago by the late Walt Disney — to a train to Hollywood — to the Disney entertainment empire? What is the worth of early Beatles songs to Michael Jackson or Broadway plays to Paul McCartney? How much is a growing catalogue of films and television shows worth to the BBC or Thames Television? And how about the value of 750,000 pieces of music to Thorn EMI or drug patents to SmithKline Beecham?

These are not trick questions nor are they additions to the game of *Trivial Pursuit*. Until recently, no one has bothered to value, let alone add value to, such cash-generative and seemingly intangible "intellectual property."

But a growing number of entertainment business entrepreneurs and Wall Street corporate financiers believe a lot of money will be made in the 1990s from the exploitation and trading of dormant or unidentified creative assets.

The business of identifying and then adding value to such copyrighted creations as cartoon characters, films, plays, music, books, computer software or scientific inventions by updating and re-releasing on new technology, is expected to boom this decade — perhaps before anyone in the City of London has woken up to its immense potential.

For each time a property is changed — either in its content, its technological presentation or the context in which it is shown, read or heard — a new money-spinning copyright or patent is created.

Re-releasing an old recording on compact disc, updating an old film's soundtrack or discovering a new use for an old drug compound, provide extra royalties for the original rights holder and a valuable new copyright for whoever updated the product.

Analysts, copyright lawyers, Wall Street dealmakers and the new entrepreneurs all agree that during the 1990s

companies will learn how to squeeze much more out of what has not yet been noticed. Mr Anthony Defries, a guru on intellectual property rights, said: "It's like the 1950s automobile industry; it had no idea the two-to-three-car family was around the corner."

Mr Defries, a rock business manager during the 1970s who still handles the worldwide licensing of David Bowie's recordings and videos and manages Rick Wakeman, is to launch a new company in January that will trade in, and add value to, intellectual property rights. With the help of Mr Chris Demetriou, a former record producer and songwriter, he plans to rejuvenate leased or acquired film, television, literary, music and dramatic rights by combining, changing or cross-marketing them to create new copyrights.

The new company, which has held talks with independent television companies in Britain and record companies such as Thorn EMI, would own the new copyrights, but pay between 20 and 30 per cent royalties to the original owner. Instead of sitting on a bank of old black and white films that can be colorized and re-released, thousands of songs that can be re-used in updated form, the owner of the original rights would lease out the properties and receive several royalty payments rather than just one.

Mr Defries and Mr Demetriou say most of the main film, recording and publishing houses do not have the time or the management capability to concentrate on much more than producing the initial hit.

Mr Demetriou said: "They are concerned about the hit, not necessarily what happens after. If you volunteer to make them some extra money through the recycling of that property, they would be only too happy to let us unlock that value."

Few companies, other than Walt Disney or Time-Warner, have the resources to cross-pollinate rights in different fields. Mr Demetriou said:



Star-gazing: Paul McCartney, Rick Wakeman (left), David Bowie, Michael Jackson and Mickey Mouse

"They may have the film rights, but not the recording, literary or merchandising rights. We will be able to group rights together to create a whole new revenue stream."

Record companies, for instance, are sitting on immense literary assets and dramatic arts performance rights. Mr Defries could help record labels use its most famous album covers to produce a glossy, hardcover book on the artists involved. Or a Janis Joplin look-alike could travel the world recreating a 1968 concert.

Opportunities for merchandising and theme parks

also abound. The owners of the rights to *Star Trek* could build a number of Starship Enterprises around the world, selling spin-off products at the same time.

But it is in the creation of new technology where much of the potential lies.

Mr Andrew Wallach, Wall Street entertainment analyst at Drexel Burnham Lambert, says the value of film libraries, soaring with the video market, are set to leap in the 1990s with the advent of digital compact disc videos (CDVs) and interactive television.

Broadcasting hours are poised to increase so quickly

throughout Europe that there will neither be the talent nor the money to create enough new programming to satisfy demand as more channels come on air. Mr Wallach said: "Refurbishing and recycling old catalogue material will be key in satisfying demand."

With computer-compatible CDVs, viewers will be able to access hours of video and audio programming from a library of stored digital material in seconds. Interactive television will make it possible to watch films or sports from several different points of view, digitally programmed at the flick of a switch. There will also be higher-definition HDTV screens and ultimately, three-dimensional, laser-generated holograms.

Just as a 1965 Beatles hit re-released on CD has a new 1989 copyright, new broadcasting technology will mean a wealth of new, valuable copyrights.

Though very few in the City are yet aware of how intellectual property can be used and re-used, some analysts and British companies are beginning to see the potential.

Miss Brownwyn Maddox, a broadcasting analyst at Kleinwort Benson, said: "Legal ownership of film libraries

and publishing backlists has more commercial value than the City had realized. Up until now there has been little in the way of a market in the UK for repeats, but that is changing."

She expects prices paid by bidders acquiring record, film and publishing houses to increase significantly in the 1990s.

Prices paid recently in the sector had been seen by the City as being unjustifiably high, with Thorn EMI last March paying \$46 million to acquire half of the recording subsidiary of Chrysler, then capitalized at just £30 million.

But Miss Maddox said more people will soon come to understand how much value a buyer is getting out of an undervalued or undervalued backlist of intellectual property.

Mr John Whitney, the former Independent Broadcasting Authority director general who is now the force behind Andrew Lloyd Webber's drive to amass intellectual property rights across the international entertainment spectrum under the Really Useful Group umbrella, said: "Owning such rights is like owning a freehold; they are immensely valuable. To spin-off and spin-forward such rights lies at the heart of the company."

Really Useful, which plans to acquire a leading American television production company with a "sizeable catalogue," has said it wants to make a film version of *Phantom of the Opera* and an animated film version of *Cats*.

Thorn EMI, which owns the rights to 750,000 musical properties including *Happy Birthday To You* and *The Warsaw Concerto*, is looking much more closely at ways to add value to its existing portfolio.

In Toronto, it plans to open up its largest HMV store, equipped with recording studios, to allow music fans to become rock stars for as long as it takes them to sing along to their favourite song and walk away with a recording of themselves for a fee.

Meanwhile, EMI Music and Michael Jackson are negotiating to buy the rights to Barry Gordy's Motown classics. CEMA, its Los Angeles distribution arm, is also talking with Walt Disney — which plans a move into pop music with Touchstone Records, its new label — about production and distribution links.

Meanwhile, Disney, which says its "culture" is far more

valuable than its real estate and is seen as the expert's expert at adding value to existing assets through cross-promotion, plans to make acquisitions totalling \$1 billion (€620 million), which could include CBS, one of the four US television networks, or a number of film production houses.

But it is difficult to put concrete values on intellectual property rights when much of what is being valued is future potential.

One analyst said: "Such rights are as valuable as someone is willing to pay, but the mere recognition that future potential exists has been enough to drive up bid prices in the publishing, film and recording sectors. Those prices will continue to climb through the 1990s."

The leasing, adapting and trading of intellectual property rights is legally complex, given the number of artists and rights owners involved, variance in the copyright laws of different countries, and even some confusion over who owns what and how much.

Mr John Cohen, a music business solicitor at Clintons, who handles Michael Jackson, said there have not yet been any disputes in Britain about spin-off copyrights, though he expects litigation in this area in the 1990s.

Mr Richard Thomas, a solicitor at the Simkins Partnership specializing in film and broadcasting, said: "It's not as if the rights come wrapped up in a nice package; there are always strings attached. For every pound you make from spin-off rights, you may have to pay out 50p in royalties. There's no guarantee of success before a lot of time, effort and money has been invested."

Mr Defries and Mr Demetriou remain undaunted by skepticism amongst British lawyers and City institutions.

Like Mr Cohen, who blames "laziness" and conservatism for Britain's slowness in walking up to a large growth area, Mr Demetriou points to law firms in New York, where intellectual property deals continue at a fast pace.

Mr Defries said: "This business is virtually inexhaustible. It's like an old Edwardian puppet show. There are lots of moveable trees and scenes. The trees can be moved to find a lake where a swan can be turned into a princess, and lo behold, a new story — a new right — has been created."

Taking stock of valuable patents

It is not just entertainment entrepreneurs and analysts who are getting excited about extra profits to be made through aggressive exploitation of dormant intellectual property rights.

Many drug and chemical companies are now beginning to create whole new patents by exploring their stockrooms to see if value can be added to their old products through the discovery of different uses.

Bristow Cooks & Carpinel, a London law firm which has been advising science-based industries on intellectual property for more than 150 years, said the new decade would be a time when company fortunes could be made or

broken by their ability to recognize and exploit their intellectual assets.

"Companies which actively manage their intellectual property will find a lot of potential that may not have been obvious at first," said Ms Sally Field, an intellectual property rights specialist at Bristow.

"A drug might not be good for curing cancer but then again it may kill insects," she said.

Upjohn, the US pharmaceuticals group, put the theory into practice when it discovered that one of its heart drugs, Minoxidil, could also be used to regenerate hair growth. The spin-off product is now trading successfully under the

Rogaine brand name. "Over the next 10 years, the level of perception of intellectual property rights and their value can only increase," said Ms Field.

"Especially in a recession, the active management of rights — both for protective purposes and commercial gain — provides a company with an edge over its competitors."

Along with the increasing trend towards recycling, reworking and repackaging intellectual property rights, Ms Field also predicts a significant rise in the amount of litigation surrounding the protection of rights — in particular new innovations in the biotechnology field.

Elan gains full listing on Amex

By Philip Pangalos

Elan Corporation, the Irish pharmaceutical research and manufacturing company quoted on the United Securities Market in London and Dublin, has obtained a full listing on the American Stock Exchange.

The company began trading its American depository shares yesterday, and has now surrendered its quote on the NASDAQ "over-the-counter" market which it has held since 1984.

The full listing from Amex will involve lower transaction costs and enables many institutions, whose rules prevent trading in unlisted securities, to take an interest in Elan.

Mr Don Panos, Elan's chairman and chief executive, said the listing on Amex was intended to enhance the tradability of the company's shares.

It would also help to broaden its shareholder base, he said.

Elan's shares strengthened 25p to 725p in London.

Hanson up on talk of US disposal

Lord Hanson is believed to be already attempting to recoup some of the £3.5 billion he spent last year on acquiring Consolidated Gold Fields by putting the "for sale" sign up on the group's 49 per cent holding in the mighty Newmont Mining of the US.

Shares in Hanson responded to this suggestion with a rise of 64p to 235p as a hefty 15 million shares were traded. The story was said to have originated from either Hanson's own broker, Security Pacific Hoare Govett, or rival Barclays de Zoete Wedd. But both have denied this.

Last night, Newmont's shares were trading at about 347 (£29) with speculators claiming that Hanson had agreed a price above the market. Hanson, as usual, is keeping tight-lipped.

But one broker said: "Hanson is almost certainly looking for a buyer, but it is unlikely a sale is imminent."

Hanson has made a number of small disposals since it bought ConsGold, including

the construction division of ARC. The sale of Newmont would be regarded as something of a coup.

The rest of the equity market took its cue from another record-breaking performance on Wall Street with prices surging to an all-time high. The FT-SE 100 index closed near its best level of the day with a rise of 39.6 points to a record 2,463.7. This compares with its previous best of 2,443.4 on July 17, 1987 — just three months before the crash. During that day, the index touched 2,555.0.

The FT 30 index jumped 32.3 points to 1,966.4, with more than 600 million shares traded. Dealers said that investors returning from an extended Christmas break had helped to sustain the advance.

Fund managers are taking an increasingly optimistic view of the economy and seem convinced that a recession can be avoided. Market-makers are worried that the weight of money building up outside the

STOCK MARKET

Now comes the news of a \$300 million (£186 million) provision by the Bank of Boston because of the fall in property values in parts of the US.

British clearing banks are also heavily involved in the US, especially National Westminster, 4p better at 354p.

There were also small gains in Lloyds, 3p to 455p, and Barclays, 8p to 580p, but Midland dipped 7p to 392p, after briefly touching 401p.

The insurance companies attracted more speculative buying but failed to hold on to their leads. Commercial Union, where Sun Alliance holds a 13 per cent stake, eased 2p to 525p, after 53p.

General Accident, the butt of persistent talk about stake-building by Italy's biggest insurer, also fell 13p to £12.23, after £12.44. Guardian Royal Exchange fell 5p to 256p, although small rises were held on by Royal Insurance, 4p to 561p, and Sun Alliance, 2p to 347p.

Worries about consumer spending and the spiralling cost of rate demands appear to have been forgotten in the stores sector — for the time being. Most retailers have been satisfied with their sales in the run-up to Christmas despite the squeeze on spending.

Kingfisher's bid for Dixons, 4p lighter at 136½p, has also helped to keep the pot boiling. Kingfisher finished 8p better at 313p as the war of words between the two sides warmed up.

is the property sector causing all the problems.

Last year, the Bank of England warned them about their exposure to the property market and it has now warned foreign banks in this country.

Michael Clark

THE TIMES

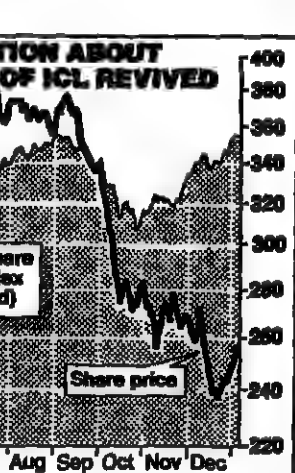
STOCK WATCH

0898 141 141

● Stockwatch gives instant access to more than 13,000 shares, unit trusts and bond prices. The information you require is on the following telephone numbers:

● Stock market comment: general market 0898 121220; company news 0898 121221; active shares 0898 121225

● Calls charged 38p per minute (peak), 25p (standard), inc. VAT.



market — estimated to be as much as £50 billion — will only squeeze the market sharply higher in thin conditions. The continued absence of sellers has exacerbated the situation.

Among blue chips, double-figure gains were seen in ICL, 33p to £11.77, Glaxo, 19p to 805p, P&O, 10p to 660p, RMC, 21p to 735p, and BICC, 12p to 485p.

Government securities lost an early lead to finish ¼ lower, worried about a possible rise in Dutch interest rates.

STC, which owns ICL, Britain's biggest computer group, shrugged off some recent dullness with a rise of 17p to 264p. Once again there is speculation about ICL, with talk that Fujitsu of Japan wants to take a stake. Last year, there were claims that Olivetti of Italy and one of the big West German computer groups wanted to buy ICL. But ICL

WALL STREET

New York (Reuters) — The Dow Jones industrial average was up by 2 points at 2,812.15 in early trading after jumping by nearly 57 points to a record on Tuesday.

Profit-taking counter-balanced fresh buying. While analysts were mostly optimistic about the outlook for the early part of this year, some said that Tuesday's gains were exaggerated. A few more shares showed gains than

losses. Further gains in Wall Street would invite selling by traders, analysts said.

A strong dollar and higher share prices have discouraged foreign buying.

● Tokyo — The market was closed for a public holiday.

● Frankfurt — The DAX index of 30 blue chips rose sharply by 55.28 points, one of the largest single-day gains on record, to end 3.0 per cent higher at 1,869.66.

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MARITIME TELEGRAPH AND TELEPHONE COMPANY, LIMITED

NOTICE OF MEETING OF BONDHOLDERS

A meeting of the holders of the First Mortgage Bonds (the "Bonds") of Maritime Telegraph and Telephone Company, Limited (the "Company") will be held at the Head Office of Central Guaranty Trust Company, 20th Floor, 1601 Hollis Street, Halifax, Nova Scotia, on February 8, 1990 at 2:00pm.

This notice is given pursuant to Section 2 of Article Twelve of the Deed of Trust and Mortgage securing the Bonds entered into between the Company and The Eastern Trust Company, as trustee and dated January 1, 1926 as amended from time to time by Supplementary Deeds of Trust and Mortgage (collectively the "Trust Deed"). Central Guaranty Trust Company is the current trustee under the Trust Deed.

The purpose of the meeting is to consider and, if thought fit, to pass an extraordinary resolution to consent to an amendment to the Trust Deed.

In general terms, the amendment will enable the Company to lease to Triplex Equities Limited a parcel of land of approximately 22,000 square feet owned by the Company on the corner of Hollis and Sayer Streets, in Halifax, Nova Scotia. The lease will be for a term ending on April 30, 2013, with such other terms and conditions as the Company considers expedient. The tenant's leasehold interest in this parcel of land will be free and clear from the lien and charge of the Trust Deed.

The amendment will also authorize the Trustee to execute a Supplemental Trust Deed and to take all other action required to give full effect to the amendment.

This notice is being advertised to give notice to the holders of bearer coupon Bonds, including all the holders of Series AA Bonds, which were issued in that form only. A holder of bearer coupon Bonds wishing to attend and vote at the meeting must either produce the Bonds at the meeting or deposit the Bonds with a bank or trust company, which will sign a voting certificate that the holder can obtain from the Company, the Trustee or the Bank of Montreal in London, the paying agent for the Series AA Bonds. A voting certificate will entitle the person named in it to attend and vote at the meeting or to complete a form of proxy to enable some other person to represent the holder at the meeting. The Company will pay the reasonable charges of any bank or trust company accepting Bonds for deposit. Holders of bearer coupon Bonds may obtain voting certificates, a form of proxy and the regulations for the meeting made out by the Trustee by calling or writing as follows:

The Company
1505 Barrington Street P.O. Box 880, Halifax, Nova Scotia, B3J 2W3
1-800-565-7158 (toll free in Canada and the U.S.)

Central Guaranty Trust Company
1645 Granville Street, 2000 Rue Mansfield
Halifax, Nova Scotia, B3J 1K3 Montreal, Quebec, H3A 2Y8
(902) 420-4540 (514) 285-1447

Bank of Montreal
9 Queen Victoria St., London England, EC4N 4XN
01-236 1010

January 2, 1990 Central Guaranty Trust Company Trustee

كلنا من الأصل

Business rates may put 4p on pub pint

By Derek Harris
Industrial Editor

Increases in the business rates will be the final straw for many public houses, making beer and other casualties of the new rating system. The new rating system, which is being introduced in the next few months, will mean that public houses will have to pay more for their premises. This is because the new system is based on the value of the premises, rather than the size of the premises. This means that public houses in the city centre, which are worth more than those in the suburbs, will have to pay more. This is a problem for public houses, because they are often in the city centre. This means that they will have to pay more for their premises, which will mean that they will have to raise the price of their beer. This is a problem for public houses, because they are often in the city centre. This means that they will have to pay more for their premises, which will mean that they will have to raise the price of their beer.



هذا من الأصل

Portfolio

PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you your own total and check this against the daily dividend figure. If it matches you have won outright or a share of the daily prize money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Billy (J)	Industrial A-D	
2	Whitney	Industrial S-Z	
3	Leung Pong	Property	
4	JS Technology	Industrial E-K	
5	Terrill	Building Roads	
6	Mullis Securities (Int)	Drugs Stores	
7	Brown & Trew	Industrial A-D	
8	Permaton	Building Roads	
9	Nat Am Int	Bank/Discount	
10	Stanwick	Paper Print Adv	
11	Evans O'Leary	Property	
12	Roitman (F) (Int)	Tobacco	
13	Euro Leisure	Leisure	
14	Dawson	Textiles	
15	Dale Elec	Electricals	
16	Boat (Henry)	Building Roads	
17	Lyle & Lyle	Food	
18	Courts Foresters	Drugs Stores	
19	Enkine Hic	Industrial E-K	
20	Strickley Int	Industrial A-D	
21	PK Green	Motor/Aircraft	
22	Shed (Crest) (Int)	Bank/Discount	
23	Urd Scientific	Electricals	
24	Suter	Industrial S-Z	
25	Bent (Int)	Paper Print Adv	
26	Rushmore (Water)	Shipping	
27	UK Land	Property	
28	Wessex	Industrial S-Z	
29	Br Shon	Industrial A-D	
30	Scot Int	Industrial S-Z	
31	Bentley (James) A'	Drugs Stores	
32	Bentley Dora	Building Roads	
33	Providence	Bank/Discount	
34	Balmer (H P)	Breweries	
35	Barker	Food	
36	Br Dredging	Building Roads	
37	Microfilm Repro	Electricals	
38	Shagun	Chemicals/Plas	
39	Jenaps	Motor/Aircraft	
40	Brunner	Industrial A-D	
41	Hardy O & G	Oil/Gas	
42	Independent	Newspapers/Pub	
43	Anglia Soc	Building Roads	
44	Nest (Int)	Drugs Stores	
45	Times Newspapers Ltd	Daily Total	

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £4,000 in Saturday's newspaper.

Mon	Tue	Wed	Thu	Fri	Sat	Total

BRITISH FUNDS

1989/90 High Low Company Price Bid Offer Change % P/E

SHORTS (Under Five Years)

Company	Price	Bid	Offer	Change	%	P/E
1	100.00	99.50	100.50	+0.50	+0.5	10.0
2	100.00	99.50	100.50	+0.50	+0.5	10.0
3	100.00	99.50	100.50	+0.50	+0.5	10.0
4	100.00	99.50	100.50	+0.50	+0.5	10.0
5	100.00	99.50	100.50	+0.50	+0.5	10.0
6	100.00	99.50	100.50	+0.50	+0.5	10.0
7	100.00	99.50	100.50	+0.50	+0.5	10.0
8	100.00	99.50	100.50	+0.50	+0.5	10.0
9	100.00	99.50	100.50	+0.50	+0.5	10.0
10	100.00	99.50	100.50	+0.50	+0.5	10.0
11	100.00	99.50	100.50	+0.50	+0.5	10.0
12	100.00	99.50	100.50	+0.50	+0.5	10.0
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74	100.00	99.50	100.50	+0.50	+0.5	10.0
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76	100.00	99.50	100.50	+0.50	+0.5	10.0
77	100.00	99.50	100.50	+0.50	+0.5	10.0
78	100.00	99.50	100.50	+0.50	+0.5	10.0
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100	100.00	99.50	100.50	+0.50	+0.5	10.0

FIVE TO FIFTEEN YEARS

1	100.00	99.50	100.50	+0.50	+0.5	10.0
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33	100.00	99.50	100.50	+0.50	+0.5	10.0
34	100.00	99.50	100.50	+0.50	+0.5	10.0
35	100.00	99.50	100.50	+0.50	+0.5	10.0
36	100.00	99.50	100.50	+0.50	+0.5	10.0
37	100.00	99.50	100.50	+0.50	+0.5	10.0
38	100.00	99.50	100.50	+0.50	+0.5	10.0
39	100.00	99.50	100.50	+0.50	+0.5	10.0
40	100.00	99.50	100.50	+0.50	+0.5	10.0
41	100.00	99.50	100.50	+0.50	+0.5	10.0

Two man

Exchange index compared with 1985 was up at 87.0 (day's range 86.8-87.0)

STERLING SPOT AND FORWARD RATES					OTHER STERLING RATES	
Market rates for January 9						
	Range	Closes	1 month	3 months		
New York	1.8100-1.8130	1.8105-1.8115	0.81-0.8050	8.82-8.5500	Argentina (pesos)	26.8850-26.8117
London	1.8777-1.8789	1.8884-1.8782	0.51-0.43	0.00-0.7000	Australian dollar	2.0520-2.0540
San Francisco	1.8773-1.8785	1.8880-1.8782	0.51-0.43	0.00-0.7000	British dollar	0.61020-0.61000
Madrid	16.7174-16.7188	16.7236-16.7188	81-82 1/2p	78-79 1/2p	Canadian dollar	0.6500-0.6500
Paris	16.7174-16.7188	16.7236-16.7188	81-82 1/2p	78-79 1/2p	Cypriot pound	0.7830-0.7830
Frankfurt	2.7007-2.7015	2.7152-2.7152	76-77 1/2p	74-75 1/2p	Finland mark	0.5450-0.5450
London	342.96-343.04	343.98-344.04	86-84 1/2p	85-83 1/2p	French franc	6.5400-6.5400
Amsterdam	396.78-397.28	397.44-397.28	6-12p	12-8p	German mark	0.5400-0.5400
Stockholm	10.0050-10.0080	10.0040-10.0020	25-25 1/2p	71-71 1/2p	Indian rupee	0.0000-0.0000
Oslo	6.4222-6.4222	6.4222-6.4222	25-25 1/2p	71-71 1/2p	Japanese yen	0.0000-0.0000
Switzerland	10.0050-10.0080	10.0040-10.0020	25-25 1/2p	71-71 1/2p	S. African rand (R)	0.5250-0.5275
Belgium	29.44-29.44	29.44-29.44	71-71 1/2p	29 1/2p	S. African rand (R)	0.5250-0.5275
Holland	19.00-19.00	19.00-19.00	71-71 1/2p	29 1/2p	Swedish krona	0.4140-0.4140
Denmark	2.5316-2.5438	2.5400-2.5438	11-11 1/2p	014-314p	U.S. dollar	0.6900-0.6900

*Lloyds Bank, London supplied by

Denmark	1.8355-1.8370	Denmark	8.6530-8.6580	Italy	1283.5-1284.5
Germany	1.9070-1.9080	W Germany	1.7185-1.7182	Bulgaria (Com)	36.07-36.11
France	1.7150-1.7160	France	1.5671-1.5747	Hong Kong	77.925-77.935
Japan	1.2755-1.2771	Netherlands	1.5520-1.5527	Portugal	151.00-151.40
Switzerland	1.7615-1.7625	Finland	1.8375-1.8370	Spain	118.25-110.75
United Kingdom	1.4245-1.4265	Japan	143.00-143.30	Sweden	12.07-12.08
Norway	8.6380-8.6400				

Rates supplied by Barclays Bank GTS and Edm.

MONEY MARKETS

Base Rates % Clearing Banks 15 Finance Has 15%

Overnight Bank Loans %

London	High 15-16	Week Rate	14%
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Overnight Bank (Discount) %

London	14-15	3 mth	14-14 1/4
		6 mth	14-14 1/2
		9 mth	14-14 3/4
		12 mth	14-14 1/2

Over Bank Bank (Discount) %

London	14-15	3 mth	14-14 1/4
		6 mth	14-14 1/2
		9 mth	14-14 3/4
		12 mth	14-14 1/2

Over Bank Bank (Discount) %

London	15-16	3 mth	15-16
		6 mth	15-16
		9 mth	15-16 1/4
		12 mth	14-14 1/2

Over Bank Bank (Discount) %

London	15-16	3 mth	15-16 1/4
		6 mth	15-16 1/2
		9 mth	15-16 3/4
		12 mth	14-14 1/2

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London	15-16	3 mth	15-16 1/4
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London	15-16	3 mth	15-16 1/4
		6 mth	15-16 1/2
		9 mth	15-16 3/4
		12 mth	14-14 1/2

Over Bank Bank (Discount) %

London	15-16	3 mth	15-16 1/4
		6 mth	15-16 1/2
		9 mth	15-16 3/4
		12 mth	14-14 1/2

Over Bank Bank (Discount) %

London	15-16	3 mth	15-16 1/4
		6 m	

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أَكْثَرُنا مِنَ الْأَصْلِ

TECHNOLOGY

CD hits at a tenth of the cost

A new service can press a disc faster and more cheaply than conventional systems. George Cole describes how singles are produced for £300

Compact discs can be pressed for as little as £1 each. But this price applies only to bulk orders of 1,000 or more discs. This is fine for music companies that want multiple copies of the latest hit record, but not everyone needs so many discs.

The snag is that short production runs are prohibitively expensive and it costs thousands of pounds to produce just a handful of discs.

But now a Cambridge computer company, Next Technology, has developed a CD pressing service that is faster and cheaper than conventional production systems.

The service, called Pressed for Time, can make a single CD for as little as £300 — one tenth of the normal price. Next started the service at the beginning of December.

Compact discs store their information digitally. Normal CD production involves sending a digital pre-mastering tape to a CD pressing plant, where a metal "stamper" is made. The

stamper is used for pressing CD discs. This mastering stage takes around two days and costs about £3,000, which is why pressing plants are loath to accept small orders.

The trick of the Pressed for Time system is to cut out this expensive mastering stage and write the digital data directly on to disc.

The system uses technology developed by Next Technology, Yamaha, Fuji and the American company Meridian Data. The first stage involves putting all the information on to a huge computer hard disc. This is done with a digital recorder that has inputs for nine-track computer tape, floppy discs and digital audio tape as well as non-digital media such as text, music, speech, slides and photographs. It can even store moving video pictures.

After the data has been sorted and indexed, it is fed into a CD recorder, and this uses a laser to write the information on to a disc that

looks and plays like a conventional CD. This process takes as little as four hours.

Next is initially targeting its pressing service at companies that want to store large amounts of data on a type of CD disc called CD-ROM, meaning "read only memory". A CD-ROM can hold a huge amount of data — up to 250,000 pages of text or hundreds of floppy discs. And CD-ROMs allow information to be found quickly and easily.

"Pressed for Time is ideal for companies who have data stored on masses of paper, tape or floppy discs," the Next chairman, Graham Brown-Martin, says.

"And it's more than just a disc-pressing service, because we can prepare and index the data as well as design the software to meet the needs of the customer."

Next says its service could also be used by music companies requiring a small number of promotional discs and CD-ROM publishing companies wanting to produce test discs.



Saving all round: "Ideal for companies with data stored on masses of paper, tape or floppy discs," Graham Brown-Martin says

Freeing Europe

How the IT industry can break barriers

Can the information technology industry help to break down trade barriers within Europe? And will a new Europe-wide industry be able to compete with the United States and Japan?

The Americans, heavily subsidised by both defence and state budgets, are hell-bent on the development of "new" technology, regardless of market demand and, indeed, market need. Much research and development work, unfettered by budgetary constraints, is aimed at semi-futuristic products not acceptable to the market.

This has two effects. First, technology is often barely allowed to establish itself before it is superseded — at any rate intellectually — by what is always claimed will be described as a "faster, more efficient and more economical new system". The second is that in the desperate search for new technologies the Americans are inclined to put customer service and care second. Customers are seen as potential buyers of new systems rather than people to be supported.

Japan, on the other hand, is traditionally considered a successful imitator, not an initiator. Its strengths have generally been price and quality control but Japan has no track record of software development, and little in the way of localized European service facilities. This should, in theory, undermine its position in a Europe that is "unified".

On the Continent, the reverse tends to happen: European treat customer service as a

PERSPECTIVE

by Phil Claydon

starting point. This is in part because of insufficient research-and-development funding. It also reflects a cultural perception that is apparent in other industries.

It means that the uptake of technology is often unacceptably slow. The situation cannot persist after 1992, and it is those European companies that manage to marry the two philosophies that will have the greatest chance of success.

European countries have their own special features — for example, the West Germans a penchant for data collection, the Italians a talent for design — but overall the picture of European IT companies is one of service-based operations.

What is the future for the European IT industry after 1992? It will be fundamentally healthy, but inevitably there will be an element of rationalization before the industry settles down to a more viable level. A spate of acquisitions or alliances will ensue, although this will not necessarily be restricted to the Europeans.

This may be unfortunate for companies that fail, but is likely to have two benefits. It should strengthen the remaining companies against potential non-European competition, and it should help maintain IT employment levels, as personnel are simply redeployed within fewer, but larger and more effective companies.

For a totally free-trading Europe to materialize, it will be vital that state-controlled organizations accept foreign tenders. At present, only Spain — which does not have its own large computer company — is entirely open to foreign tenders. This must change.

● The author is managing director of Mannesman Information Systems.

Two-track managers

Managers who combine a knowledge of computers with business and management skills are highly prized. They are known as the hybrid managers, a new breed who have moved from one department of the company into information technology, combining expertise from several areas.

Colin Palmer, Thomson Holidays' deputy managing director and chairman of the British Computer Society task force on hybrid managers, says: "In organizations that employ hybrid managers, people are better able to use IT and get more commercial gain." The task force is looking at the characteristics, skills and value of these hybrid managers.

There are several types of hybrid manager. There are the visionaries, who show what should be done — these are the directors and senior managers. Then there are the people who take that vision and make it happen, and work through the detail — these are senior and middle managers.

Palmer says: "We have found that in companies where people have been moved either from the IT department into the business area, or from the business area into IT, for periods of at least three years, the IT

JOBScene

by Caroline Berman

projects have been far more successful.

People may come from marketing, sales or operational areas to IT. Although IT had been thought a specialist subject, such problems could be overcome. Palmer is a hybrid manager, whose transfer occurred by chance. He had previously worked in personnel and sales, and had been involved with putting view-data sets into travel agencies. He was subsequently asked to run systems.

"The main problem was lacking confidence when faced with the technology," Palmer says. "I was talking to people who knew all the jargon, but I didn't know what they were talking about or whether it was important or not. I had to learn to translate it." Palmer asked a polytechnic computing lecturer to come in to help with his transition.

Another problem was the conflict between the short-term requirements of the business, which wanted a project completed some time next week or tomorrow, and the long-term time scale of the systems department, which was planning systems for the next three or four years.



Colin Palmer: "greater gain"

Large organizations have become dependent on the quality of their information systems. Palmer says that during the past five years the numbers of board-level IT directors has increased.

James Morgan, a partner at managing consultants Ernst & Young, says most large businesses are largely dependent on IT, so many now have an information systems director on the board who is not the financial director. In the days when the computer was a mainframe running payroll, invoices and billing, it was operated by people at a lower level under the financial director's aegis.

Computing was a mystery to managers, who were in limbo and kept in junior positions. A quick look at the British Computer Society files shows that about 20 per cent of members have "director" in their title.

Tim Hawkworth, the society's services director, says: "There are not many yet who can combine business and technical skills. These that can, name their own price. If you are computer-literate, you will improve your job prospects for the next decade."

Advisers called in to stop the inside jobs

As computer crime increases, some companies are hiring security specialists to vet employees who will work on information technology. A London merchant bank, J.P. Morgan, is using external consultants to investigate employees' backgrounds. Applicants unwilling to give information are not hired. The bank also asks short-term IT contractors to reveal their past 10 years' employment.

Coopers & Lybrand (C&L), the management-consultancy firm, which made a study, commissioned by the European Commission, into IT security, estimates that in Britain, losses from "computer failures and deliberate action against information systems" could have cost £1 billion last year, and that 80 per cent of fraud is by employees.

Anne Foong, J.P. Morgan's personnel co-ordinator, says: "Outside security consultants can check a lot of information. It is time-consuming but it is good for the company. The Bank of England has requested Morgan's to put this scheme on trial to see whether it is feasible to carry out the exercise for all contractors, but mainly for IT staff. There is so much one can do to minimize the computer risk."

The Bank of England refuses to comment on dealings with individual banks,

New weapon in war on crime

but an official says that as the supervisor of the banking community it takes an interest in internal controls.

The Economic League offers employers information about prospective employees. IBM, the computer manufacturer, used its services a few years ago but later withdrew its subscription.

A report on employee selection by the Institute of Manpower Studies found that 36 per cent of respondents carried out "credit and security checks", and some used the Economic League. The report "found evidence that some employers use the League to vet individuals who they suspect might pose industrial-relations problems or who may in some other way be 'undesirable', perhaps because of the nature of the job".

Judith Vincent, head of company and commercial law at the Confederation of British Industry, says her organization disdains this practice. "It falls short of best practice because it lacks fairness to the employee," she says.

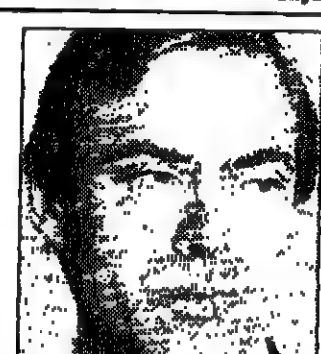
C&L is focusing on IT issues and set up the IT European Security Forum (ESF) last year to study the

dangers and solutions. Founders include leading multinational and IT manufacturers such as Digital Equipment and IBM Europe. Another 40 companies have since joined the 28 original members — indicating the growing fears of potential threats. But because of the sensitive nature of security, companies will often not admit publicly when they fall victim to computer crime, says Scotland Yard's Computer Crime Unit.

Key IT personnel, an ESF report says, should be vetted before they are recruited and references should always be checked, says Alan Stanley, a C&L associate director of IT security. "This is particularly so for staff such as systems programmers, who have great potential for disrupting a system," he says. "Firms need to know if they have been in prison, for example. There are cases of IT staff causing tremendous problems."

However, not all disasters result from fraudulent or conventional causes. Stress, from external factors such as divorce, could lead an employee to take out his or her frustration on the company.

The ESF is investigating a psychometric test, developed by a British university, which could be used to monitor key



Alan Stanley: need to know

staff and predict the likelihood of such an occurrence. Stanley says: "I have had inquiries from organizations that are considering taking much more definitive action over key IT employees. In one case, they are setting up the psychometric tests."

Some people worry about security consultants' methods and integrity because they are not under statutory control. John Austen, of Scotland Yard's Computer Crime Unit and head of the "cover" British Computer Society security committee, says: "Computer security consultancy is a growth area, and we are having some complaints about bad advice. Some consultants are unqualified, and sometimes yesterday's hacker is today's gamekeeper."

One senior personnel director in the City said: "I think some firms are vetting staff, and former policemen tout for such work. Firms are concerned about computer staff because there have been scares about viruses. But it should not be happening without the consent of employees."

Leslie Tilley

Fleas that refuse to flee

People intending to pamper the household pet with an ultrasonic flea collar may want to reconsider the hi-tech treat. Scientific studies have given the devices, designed to ward off cats and dogs, a sound ticking-off (Nick Nuttall writes).

Millions of the gadgets have been sold in the United States to people worried about using chemicals on pets. The collars have now arrived in Britain, selling for more than £24.

Makers say the collars wrap pets in a force field of ultrasonic sound that repels fleas. One manufacturer's sales literature claims: "The frequency range can only be heard by fleas and ticks and, for them, it is like standing next to a steam hammer."

Nevertheless, studies by researchers at Purdue University, West Lafayette, Indiana, indicate that the collars are nothing more than expensive toys. The findings have been presented to delegates at the

American Institute of Physics' annual acoustical society conference in St Louis, Missouri.

The scientists, from the university's departments of veterinary pathology and audiology science, have tested several popular brands. Fleas were carefully placed on five cats and ultrasonic collars fitted. After a week the team removed and counted the pests that remained.

An average of 98.6 per cent were found to be alive and kicking, despite what the manufacturers claim is a horrific ordeal for fleas. The pests were then put back on the cats and left for seven more days, during which the cats did not wear the collars. An average of 97.4 per cent remained.

Not only did the collars fail to reduce the numbers, but the fleas also continued to feed and reproduce during exposure to the 40-kiloHertz, pulsed sound, the researchers claim.

The investigating team concludes: "Our controlled research with these flea collars

on animals or on fleas away from animals have shown that ultrasonic devices do not repel fleas, affect jumping rates, interfere with reproduction or alter the development of fleas."

Stafford Trendall, of Sales Quest in West Byfleet, Surrey, which is importing the devices, said he would defend the effectiveness of the collars "to the hilt". He said independent tests done for by the Miami-based Elexis Corporation, which makes the popular Micro Tech 2, showed that the collars worked very well at flushing out fleas.

Trendall said the collars were guaranteed to rid pets of pests. Only two customers had returned the devices. He said the university scientists might have used rival collars made in the Far East for their experiments.

"These have been shown not to work. They are just not as powerful as the Micro Tech 2," Trendall said.



The men in the moon craft: two American professors inspect the Soviet Union's lunar lander

Russians' biggest miss?

A flawed booster and a shift in priorities towards developing a space station ended the dream that Soviet space scientists had in the 1960s and 1970s of putting a man on the moon.

The startling confirmation that the Soviet Union had a "lander" ready for launch to the lunar surface in 1968 — a year ahead of the successful Apollo 11 mission — has been revealed by American engineers at the Massachusetts Institute of Technology after a visit to the Moscow Aviation Institute.

"It was one of the most dramatic moments that I can ever remember," said Professor Laurence Young, of the Massachusetts Institute's department of aeronautics and astronautics. "I said, 'What is that?' They said it was the lunar lander."

"All the pieces were there, and they explained to us which part was connected to which other."

The American team was allowed to photograph the ship, which is now used for educational purposes.

Professor Oleg Alifanov, of the Moscow institute, told the team it was ready to go in 1968, ahead of Apollo, and the scientists were under pressure to hurry up because of the Apollo successes. He added: "The hold-up was not on the spacecraft but on the booster."

The return-to-earth module is almost identical to a standard Soviet Soyuz capsule, except for an improved heat shield for re-entry survival. It has landing and lift-off rockets and four extendable legs.

The lunar orbit rendezvous part of the mission was to have been almost identical to the successful Apollo mission, the Massachusetts team was

told, although the Soviet scientists had decided to send only two men on the mission.

The Soviet approach differed in the launch of two rockets from Earth. One, the N1 booster, would have carried the landing craft. The other, a Proton, would have carried the crew back to Earth.

Tragically, a series of failures in the N1 booster led the Soviet Union to abandon the plans, and the mission was put on hold in 1972.

It was finally mothballed in 1974 as the Mir space-station project took on a higher priority.

Nick Nuttall

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Immunity of social workers' records from disclosure is not absolute

In re M (a minor)
Before Lord Justice Lloyd, Lord Justice Nicholls and Lord Justice Butler-Sloss
[Judgment December 14]

Local authority social work and analogous records were in a special category of immunity from disclosure, justified by the particular circumstances of the welfare of children.

Immunity was, however, not absolute; consequently, although general discovery was quite inappropriate in wardship proceedings, the practice of granting automatic immunity from production of social work records to parties other than the guardian *ad litem* needed to be reconsidered.

On the application of a party to the proceedings for disclosure of relevant documents, it was for the court to decide whether the public interest in protecting the social work records outweighed the public interest that the party to the proceedings should obtain the information he or she was seeking in order to obtain legal redress.

The Court of Appeal so stated when dismissing an appeal against the refusal by Mr Justice White on October 6, 1989, to order discovery of local authority social work records on the interlocutory application in wardship proceedings of the father of S, his daughter by a second marriage. The records concerned A, S's half-sister.

Mr Duncan Matheson, QC and Mr Richard Ough, junior, for the father; Mr Hugh Bennett, QC and Mrs Jacqueline Davis for the local authority; Mrs Marilyn Fricker for S's mother; Mr D. Peter Hunt for S's guardian *ad litem*; Mrs Jane Bridge for A's guardian *ad litem*.

LORD JUSTICE BUTLER-SLOSS said that in relation to the father's application for discovery three issues arose. 1 Whether discovery should be given in wardship proceedings. 2 Whether social work records were covered by public interest immunity. 3 Whether the particular records or any of them should be disclosed to the father.

Discovery
In the first reported case in which social work records appeared to have been considered by any court, *In re D* (1970) 1 WLR 599, Lord Justice Wilmer had said that it was contrary to practice to give discovery in a wardship case.

Her Ladyship had never heard of a formal order for discovery in a wardship case. General discovery by way of lists was, in her judgment, entirely inappropriate but there seemed to be no reason why applications for disclosure of specific documents should not be made where considered suitable in wardship applications and her Ladyship had no reason to believe that that did not happen.

Social work records
Social work records compiled and kept by a local authority pursuant to their statutory obligations had first been considered by the Court of Appeal in *In re D*. The court had based its decision to exclude the

documents on two bases other than the question of general discovery.

The first had been formulated by Lord Denning, Master of the Rolls, by reference to regulation 10 of the Boarding Out of Children Regulations (SI 1955 No 1377), whereby the case records were to be open to inspection by any person duly authorized in that behalf by the secretary of state.

Lord Denning had taken the view that the case records, in view of that regulation, should be regarded as privileged and had drawn an analogy with legal professional privilege.

On the other hand, her Ladyship found it difficult to justify non-disclosure on that ground. The very fact that the records were open to inspection by a person authorized by the secretary of state showed that the right to withhold disclosure had little to do with legal professional privilege.

The other basis was the issue of "candour", that is to say, the opportunity for the child care officers to be completely free and frank in making their notes and reports.

Mr Matheson had submitted that the argument as to candour had been exploded in *Corway v Rimmer* (1968) AC 910 and laid to rest in subsequent decisions of the House of Lords. It was, however, significant that *Corway v Rimmer* was referred to in argument in *In re D*.

The availability of possible defence evidence was irrelevant and any question as to its existence tended to place pressure upon the defence to call evidence, which pressure was inappropriate.

Mr Blaxland had submitted that by directing himself by reference to the test "will the defendant have a fair trial?" the judge had failed to apply the right test, which, in particular, had regard to the question whether there was any risk (under section 26(1)) of prejudice to the prosecution.

Having regard to the importance of the statement in the proceedings there was, in his judgment, a real risk of prejudice to the prosecution. The judge, properly directing himself, must have excluded it.

Their Lordships did not accept the conclusion to which Mr Blaxland's submissions had been directed.

The nature of the discretion to be exercised by the court under sections 25 and 26 of the 1988 Act, and the matters to which, in exercising that discretion, the court was required to have regard, had been laid down by Parliament and, in the view of the court, were clearly enunciated.

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The judge had considered the fair trial point because the matter had been put forward before him in those terms on behalf of the accused. The judge had asked himself whether it had been shown that it was in the interests of justice that the statement be admitted.

He had clearly thought that the risk of unfairness, having regard to the availability of other witnesses for cross-examination and of other evidence, was minimal.

It was, in the view of the judge, in the interests of justice for the jury to be given the fuller picture provided by the statement, subject, of course, to the necessary warning. That was a conclusion which, in their Lordships' judgment, the judge had been fully entitled to reach.

Solicitors: CFS, Kingston.

Trifalgar Tours Ltd v Commissioners of Customs and Excise
Before Lord Justice Slade, Lord Justice Balcombe and Lord Justice Patten
[Judgment December 14]

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Statement of deceased admissible

Regina v Cole
Before Lord Justice Ralph Gibson, Mr Justice Jupp and Mr Justice Waterhouse
[Judgment December 21]

A trial judge had not erred in law in admitting the statement of a prosecution witness who had died, by having regard to the likelihood of it being possible for the appellant to controvert the statement of the witness by himself giving evidence and by calling the evidence of other witnesses.

The Court of Appeal so stated in dismissing an appeal by Michael Patrick Cole against his conviction on July 25, 1989 at Kingston Crown Court (Judge Hamilton and two lay judges) of causing actual bodily harm on which he had been sentenced to 12 months imprisonment.

Section 26 of the Criminal Justice Act 1988 provides: "Where a statement which is admissible in criminal proceedings... has been prepared... for the purposes... (a) of pending or contemplated criminal proceedings; or (b) of a criminal investigation, the statement shall not be given in evidence in any criminal proceedings with the exception of proceedings on appeal from the conviction of the defendant." The statement of a witness who has died is admissible in criminal proceedings if it is in the interests of justice that it should be.

The first ground of appeal advanced by Mr Blaxland was that the trial judge took into account an irrelevant consideration, namely the availability of other witnesses to controvert the statement of Mr Luff, including witnesses for the defence.

The second ground of appeal was that the trial judge had failed to give the jury a proper warning as to the weight to be given to the statement of a witness who had died.

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The availability of possible defence evidence was irrelevant and any question as to its existence tended to place pressure upon the defence to call evidence, which pressure was inappropriate.

Mr Blaxland had submitted that by directing himself by reference to the test "will the defendant have a fair trial?" the judge had failed to apply the right test, which, in particular, had regard to the question whether there was any risk (under section 26(1)) of prejudice to the prosecution.

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Their Lordships did not accept the conclusion to which Mr Blaxland's submissions had been directed.

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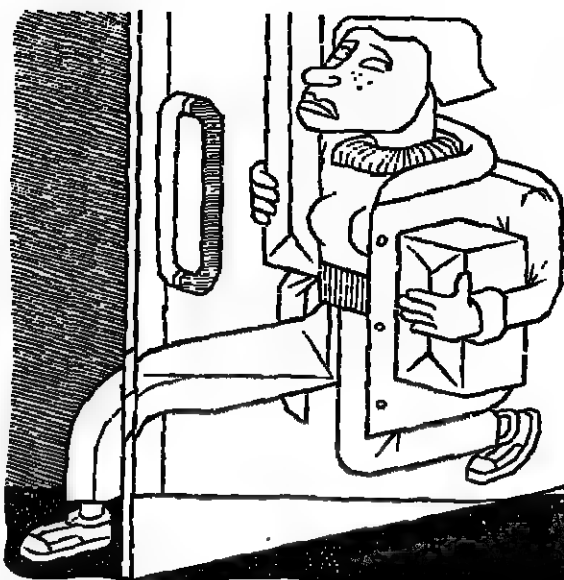
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APPOINTMENTS

THURSDAY JANUARY 4 1990

Good intentions, poor delivery

Management constantly talks about the importance of customer service, but a new survey reveals a noticeable lack of action about it. Marion Devine reports



customer, 74 per cent admitted this was the case. "Since managers claim they have the authority — as they admitted earlier — why don't they use it to delegate more power to the front line?" asks MCE. "The theory is there, but the implementation is weak."

Perhaps one of the most worrying findings is the lax way in which companies monitor customer satisfaction. The starting point, MCE says, is to identify criteria for good and bad service. Yet when asked whether their companies had quantified these basic standards, only 59 per cent of managers said "Yes", 32 per cent said "No", and 9 per cent did not know.

Humble comments: "Though these figures have shown improvement in recent years, they are still unsatisfactory. You cannot measure without standards and if you cannot measure, you cannot control. Moreover, it is impossible to make secure promises to customers without knowing just what standards of performance can be relied upon."

Many managers show "alarmingly complacency" about the performance of their competitors. Only one fifth of respondents said their companies systematically an-

alyse the competitors' services or products. Forty per cent of managers merely said: "Yes, when we get around to it." The rest either did not know or said this type of analysis was never done.

Even when companies do assemble information about customers and competitors through such methods as complaints analysis and independent assessment, many fail to disseminate the information. Asked if such competitive reports are regularly prepared, only 51 per cent of managers said "Yes". The rest either said "No" (32 per cent) or did not know (9 per cent).

American subsidiaries are, however, better at disseminating customer information than their European counterparts — 65 per cent compared with 46 per cent. In terms of industry sector, information technology businesses lead the way — 75 per cent of IT companies provides this type of information, compared with 46 per cent of financial service companies.

"Service — the new competitive edge", available free from MCE, Rue Caroly, 1040 Brussels (010 322 5161911).

Yet, MCE points out, many of them admit that their organizations fail to bridge the gap between belief and practice. When asked for an honest assessment of whether customer orientation is a clear and accepted priority throughout the business, only 56 per cent said "Yes" while 41 per cent said either simply "No" or "No, but it should be".

John Humble, author of the report, comments: "This is not a figure which characterizes a customer-obsessed business." Other anomalies surfaced. Despite asserting that customer service is a key aspect of their job, only 47 per cent of the senior managers have job descriptions and standards of performance that specifically mention customer service. Again, despite their commitment to customers, only 39 per

cent would be willing to eliminate any bureaucratic procedures that might hinder the customer. Two statistics particularly highlight the difference between theory and practice. Asked if they had the power to use their own judgement to satisfy the customer, 68 per cent of managers said they had. Yet when asked if there was scope in their company to give more service power to staff closest to the

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NEW TECHNOLOGY

Continued from page 31

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Written application with full CV to:

R. Sealey
Juliana's,
4 Addison Bridge Place,
London, W14 8XP.



STOCKBROKER WIMBLEDON VILLAGE

Exciting opportunity for someone with stockbroking experience for a new branch office. Please telephone 01-823 5377 or write BSM Investments Ltd. 27 High Street Wimbledon Village London SW19 5BY

MEDICAL REPRESENTATIVES

We are an International Research-based Pharmaceutical Company, seeking representatives in the following areas:

Kingston-upon-Thames, Twickenham
North London
South London
Bromley, Canterbury, Dartford, Medway
St. Albans, Hemel Hempstead, Watford

If you are aged over 22 years, with a para-medical or scientific background and have the necessary business/communication skills, we offer excellent training and working conditions, attractive salary and comprehensive benefits.

To arrange a local interview, write or telephone for an application form to: Len Pugh, National Sales Manager, Zyma (UK) Ltd, 10 West Street, Alderley Edge, Cheshire SK9 7XP. Tel. No. 0825 584788. **Zyma**

LONDON WINE MERCHANT

There is a first class opportunity on the way to a wine trade career. We require a public facing person to deliver around London and help in our shop and wholesale wine business. Clear driving licence essential - previous experience is not necessary but will be an advantage. **MAYNES HANSON AND CLARK** 17, Lattice Street London SW6 4EH Tel: 01-736 7878

Graduate Administrator £13,000

Well known, highly respected company and one of the leaders in their field require an alert graduate who is capable of undertaking logistical planning in a fast moving, people orientated environment. Ideally you should have at least a year's working experience, good communication skills and enjoy people and pressure. The position will appeal to those who are analytical thinkers, capable of handling responsibility. Age 23-30. Excellent benefits include paid overtime.

01-872 8886
MacBlain NASH
& Associates

Recruitment Consultants, Carrington House, 130 Regent St., London W1R 5FE

OIL COMPANY - EXPLORATION

Serie Oil Company is a major oil company with its operational base in Libya. Currently there are two vacant positions in the UK Office, situated at Weybridge, Surrey. Both positions require frequent travel to Libya which in the future may offer the opportunity to become based in the company's headquarters in Tripoli, Libya.

GEOPHYSICAL APPLICATIONS SPECIALIST

An MSC Physics with a minimum of 10 yrs major oil company experience, in seismic data processing, well log processing, synthetic generation, ray trace modelling, seismic amplitude analysis, data base operations, time to depth conversion, training and technology transfer. Applicants must be computer literate and able to design and implement systems to solve exploration problems.

GRAVITY MAGNETICS/SEISMIC INTERPRETER

An MSC in Geophysics with a minimum of 10 yrs experience in Gravity/Magnetic processing and interpretation. Geophysical experience and seismic workstation interpretation experience will be a plus. Applicants must be able to work with a minimum of supervision and have a record of achievement with a major oil company.

Please send your CV in confidence to: EN Engineering, Carrington House, 131 Finsbury Rd, Cambridge, Surrey GU15 2PS.

GENERAL APPOINTMENTS

DIRECTOR

PERA is one of Europe's largest and most successful independent technology centres. We provide help and advice to nearly 3000 British and overseas companies through our membership scheme but the majority of our income comes from individual assignments for companies in virtually every sector of industry.

With over 300 staff, income approaching £20m p.a. and an increasing client base, we have ambitious plans to expand the business into new markets and new territories.

To help to achieve these plans, we need to strengthen our senior team by an appointment at Board level. The new director will have complete management responsibility for a number of consulting and R&D departments and will be expected to play a major part in formulating and implementing future corporate development plans.

We would like to hear from you if you feel that you could do this job but you will need to satisfy extremely high professional and personal criteria. As a minimum you must have a good engineering or science degree, sound industrial experience, and have spent at least 4 years with a recognised consulting firm. You will need to demonstrate a very high standard of communication skills and have a sound grasp of the principles of commercial and corporate finance. It is unlikely that you will have accumulated this experience if you are under 35 years of age.

We recognise that we are seeking a truly exceptional individual and we are offering a remuneration and benefits package to match. If you would like to apply, please write in the first instance to Mike Thompson enclosing your CV and any other information which you feel may help us to appreciate your capabilities and professional skills.

PERA

Melton Mowbray, Leicestershire, LE13 0PB
Telephone: 0664 501501 Telex: 34664 Peramm G,
Facsimile 0664 501264

DP Manager

Walthamstow Building Society
c. £30k + car + mortgage subsidy
North East London

Walthamstow Building Society operates via a network of branches in the City and throughout North East London and Essex. A policy of rapid expansion has led to it being one of the fastest growing Societies over each of the last three years, and it is intent on a gradual extension of the branch network throughout the Greater London area.

The Society has an immediate need to recruit a DP Manager to have overall responsibility for the provision of data processing and communication expertise/facilities throughout the organisation. In the short term, the main task will be to take over and manage the DP function comprising a

team of seven. In the medium/long term, there will be growing involvement in the process of integrating an IT strategy within the overall business plans of the Society.

Reporting to the Chief Financial Officer, the key requirement is for an individual with a number of years of sound DP experience, gained from within an operations and applications environment, with the emphasis on operations. Some previous exposure to the financial services environment and knowledge of ICL hardware would be helpful but are by no means essential. More important will be a degree of cheerful enthusiasm and interpersonal skills sufficient to

promote a positive and friendly user/DP dialogue throughout the organisation.

Individuals wishing to explore further the opportunity described above, and a package which will include relocation assistance where appropriate, should either telephone Harish Davidson or write quoting reference H/0037ST enclosing a full CV and salary details.

Executive Selection Division
Price Waterhouse
Management Consultants
No. 1 London Bridge
London SE1 9QL
Tel: 01-334 5833
Fax: 01-403 5285

Price Waterhouse



Decision Support Manager

As one of the most progressive organisations in the Building Society sector, with an asset base of over £500 million, we're looking towards significant growth into the 1990s.

Our speed of growth, in a changing and challenging business environment, has led to increasing demands for information to assist with timely decision-making by the Society's Executive Management.

As a result, we're looking for a Decision Support Manager to assist in the development of a statistical database and the creation of relevant management information models.

This new position will form part of our Finance Executive, although the skills we require will be broader than those of a traditional Accountancy training.

You will need a good financial and statistical background, with a high level of computer literacy. Ideally, you will have gained formal qualifications as an Accountant, Statistician or Statistical Economist, with a range of skills developed both through formal training and practical experience.

You will be part of a youthful, dynamic management team, based in the Portsmouth Building Society's new headquarters, where working conditions and facilities are first class. In addition, the surrounding area of Hampshire and the South Coast offer a quality of life second to none.

Your rewards will include a salary commensurate with ability and a comprehensive package that includes a car, health care, subsidised mortgage and other benefits appropriate to a leading Financial Services company.

If you feel that your skills and experience match up to this excellent opportunity, please write with a full copy of your CV, to reach us no later than Monday 16 January 1990.

Mr P. Hodson, Personnel Manager, Portsmouth Building Society, Churchill House, Winstan Churchill Avenue, Portsmouth, PO1 2EP.

Portsmouth

BUILDING SOCIETY

We are an equal opportunities employer, and support a non-smoking environment.

FINANCIAL DIRECTOR DESIGNATE

An expanding North Sussex motivation consultancy company are urgently seeking a Financial Director Designate to strengthen the existing management team.

It is envisaged the successful candidate will be 30-35, have excellent commercial experience and the ability to assist in driving a dynamic company towards a flotation. The provision of management information must be a forte, and computer literacy is essential. A competitive package and excellent prospects (including equity participation) will be offered to the right person.

C.V.s please to Box No. A19 Sunday Times.

Systems Development Manager

up to £35k plus generous leave and other benefits

Our client, a large and innovative London local authority, is embarking on an impressive expansion programme of its IT services. Currently operating ICL level 80's but with a firm commitment to introducing a variety of non-ICL hardware, the Council is already at an advanced stage of implementing a comprehensive data communications network. The new environment is designed to provide a quality of service to existing users and prepare the Council for its imminent responsibility for Education, and the introduction of Community Change.

Reporting to the Head of IT and with overall responsibility for managing the Systems Development activities, your involvement will cover:

- Strategy Planning • Staffing & Recruitment • Budgeting
- Work Scheduling
- To succeed in this senior position which offers unrivalled challenge and scope through diversity, you will need:
- Leadership and organisational ability • Sound Business Acumen • Strong Communications Skills • Up-to-date Technical Awareness • A Commitment to Quality

In the first instance please write with a detailed CV to Mike Swaine at the address below. Please state clearly any organisation to which your reply should not be forwarded as applications will be sent directly to our client for consideration.

Closing date for receipt of applications is 19th January 1990.

B&B

B & B Selection

197 Knightsbridge, London SW7 1RP

Look for a winner.

uvex

SALES AND MARKETING MANAGER LEISURE PRODUCTS

UVEX, a very successful international German Group specialising in the manufacture and marketing of high quality leisure and safety products, is looking for a Manager to expand sales of established leisure lines and help introduce new products to the U.K. market.

The position will carry a level of responsibility that will demand proven operational experience in the fast moving consumer goods or consumer durable industries. Candidates should be in the 28-38 age bracket.

Personal qualities must include leadership skills and the ability to accept and attain pre-agreed sales and profitability targets. The successful candidate will answer directly to the U.K. Managing Director.

The remuneration package is generous and the opportunity for career advancement excellent. Please send a comprehensive curriculum vitae to:

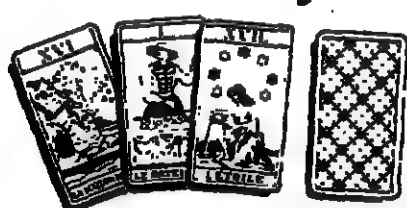
Mr G. Lutz,
Uvex (U.K.) Limited,
Uvex House,
Bourne Mill Industrial Estate,
Guldford Road,
FARNHAM, GU14 5PS
Surrey.

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Since 1963 we have told many thousands of all ages where they can go to achieve career success and satisfaction. Our experts can tell you how to select and obtain the opportunities that best suit your career plans and abilities. For details in free brochure:

- CAREER ANALYSTS
- 90 Gloucester Place, London W1, 01-493 5432 (24 hrs)

What does the New Year hold in store for you?



It's hardly surprising that people fail to achieve their true potential when they gamble on finding another job quickly, or just look through all the job ads out of work, facing redundancy or just feel you should be doing better, the last thing you want is just another job.

We are a group of specialist career consultants who, for many years, have been helping executives and professional people—men and women, earning £20,000 plus find their true potential and realise their future objectives.

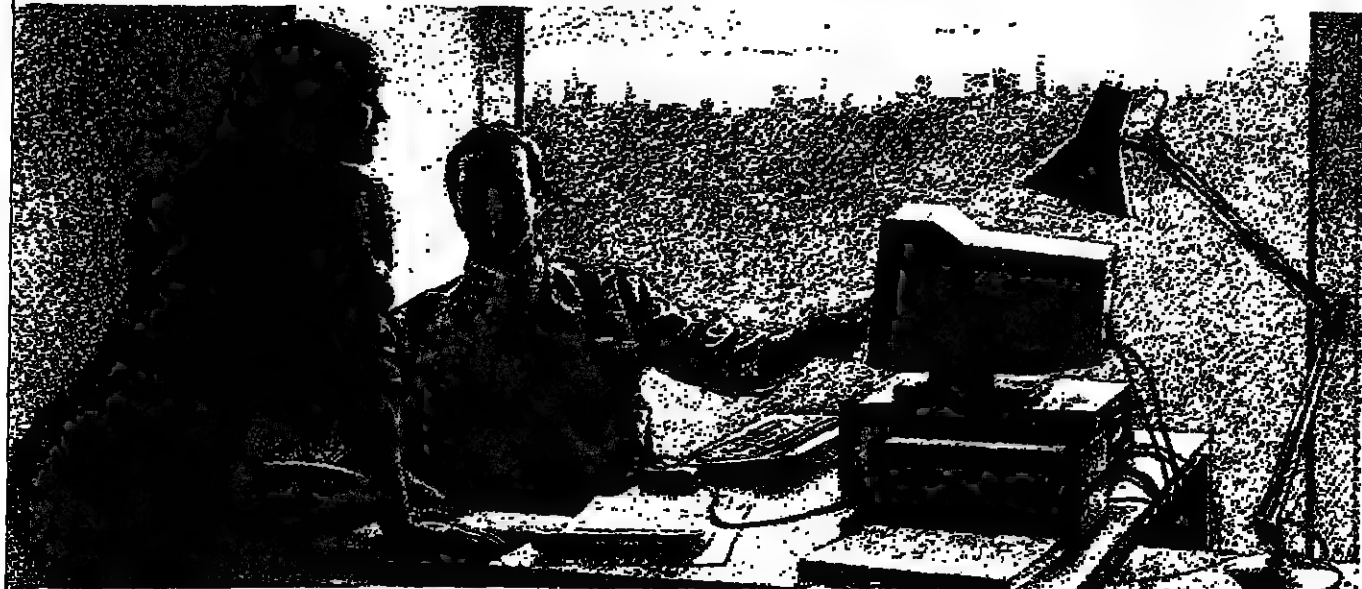
We've helped many change their lives and we know we can do the same for you.

To arrange an early confidential appointment without obligation, telephone your nearest office, (24 hour answer phone in London) or send us your CV.

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35/37 Fitzroy Street, London W1P 5AF

HUMAN RESOURCES CONSULTANTS FOR BANKING AND FINANCE



CAN YOU MANAGE CHANGE IN THE CITY?

Up to £40,000 + car

We should like to think so. Particularly when it comes to the strategic and operational management of human resources in banking and finance - an area which will continue to undergo significant change.

THE STRUCTURE

Our Banking and Finance Group is a well established multi-disciplinary team that harnesses the combined strength and business expertise of our Management Consultancy as a whole. We are developing our human resources capability in this competitive sector.

Our objectives are business development and growth orientated.

PROFILE AND EXPERIENCE

You will be a graduate and IPM qualified with at least 4 years human resources experience, gained in a progressive financial organisation or consultancy in the finance industry.

You can demonstrate project management success in achieving change, using 'process'

London based

consulting, organisation design, or management development skills. Personal qualities include excellent analytical and communication skills and the necessary confidence, stature and drive to succeed at senior management levels.

RESPONSIBILITIES

Your main responsibility will be to undertake and lead human resources consultancy assignments within the banking and finance sector. You will participate in identifying opportunities and proposing for new business within our banking and finance client base.

ACTION

If you wish to be in at the start of a new phase in our development, please write enclosing full CV to Adrienne Rosen, KPMG Peat Marwick McLintock, Management Consultants, 1 Puddle Dock, Blackfriars, London EC4A 3PD, and quoting reference BPHD89ST.

KPMG Peat Marwick McLintock
Management Consultants

SYSTEMS ENGINEERS HARDWARE AND SOFTWARE

WEST LONDON

Graduate systems engineers are required to join a fast growing company developing a new generation of medical systems, both hardware and software, for the NHS.

With experience in the following areas:
Hardware Engineers - ultra sound, X-ray, CT, MRI, PET, and digital image processing.

Software Engineers - fortran and C (mainframe), greater work experience, 3-4 years, VME operating systems.

Creative team and professional team approach are important. Salary and junior experience are available. Salaries in the range of £12-20K.

Reply with CV's BOX D07

ALL BOX NO. REPLIES SHOULD BE SENT TO:
BOX NO. 484,
P.O. BOX 484,
VERANDA STREET
WAPPING
LONDON
E1 6UB

RECRUITMENT C
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LONDON
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01 - 672
RAY SA
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01-481 4481

GENERAL APPOINTMENTS

01-481 4481



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A key position with prospects of a Board appointment in 2-3 years

SALES AND MARKETING MANAGER
INSTALMENT CREDIT

We are a member of the world-wide Hitachi group and an established finance company in the UK, undertaking a wide range of instalment credit lending, primarily corporate, but with a growing consumer business. We have a well established reputation for innovation, reliability and quality of service, and are expanding rapidly.

The Sales and Marketing Manager will head up the company's national sales force, and will be responsible for developing and marketing new products. Considerable travelling will be involved within the UK.

The successful candidate will be aged 28-40, preferably a graduate or professionally qualified, and will have wide-ranging sales and marketing experience at a senior level with a leading finance company. The ability to design and successfully market new financial packages is essential, plus a capacity for independent operation.

We offer a high basic salary, an annual bonus and a company car; also contributory pension, free life assurance, family health scheme, assistance with removal expenses if necessary, and excellent prospects for career progression.

Please write or telephone for an application form to:

Mrs June Howard, Secretary to the Director & General Manager, Hitachi Credit (UK) PLC, Hitachi Credit House, Stables Courtyard, Church Road, Hayes Middlesex UB3 2UH. Telephone: 01 561 8486

ARCHITECTS REGISTRATION COUNCIL OF THE UNITED KINGDOM

ASSISTANT REGISTRAR

The Architects Registration Council of the United Kingdom is a body established by Parliament with the function of maintaining and monitoring a Register of Architects. The Council considers admissions to and removals from the Register, and determines educational standards for registration.

The Registrar is responsible to the Council for the administration of the organisation and the implementation of the Council's decisions.

Applications are invited for the post of Assistant Registrar who will be responsible to the Registrar for the day to day conduct of much of this work; he or she will assist Committees in their deliberations and will need to act in the Registrar's absence. Ideally the person appointed will have academic or professional qualifications, preferably in law, and will have subsequently acquired management and/or administrative experience.

An interesting and demanding position with a professional organisation awaits the successful candidate. The salary scale is £17,000 - £20,000, with a negotiable starting point; the salary is reviewed annually, and additional benefits consist of luncheon vouchers and a non-contributory pension scheme etc.

The Council is an equal opportunities employer.

Applications should be sent under confidential cover of a handwritten letter together with a C.V. to the Registrar ARCUK 73, Hallam St, London W1N 6EE by 19 January 1990.

WORLDWIDE ADVERTISING - SALES

Europe's leading economic development magazine - Corporate Location Europe - is seeking to expand its sales force with the creation of three new positions.

To join this young, dynamic team you must have proven sales ability and be free to travel frequently worldwide.

1. Financial Sales Executive
You will be responsible for increasing revenue from banks, accountants and other corporate advisors. Experienced in dealing with these types of organisations, you should, preferably, speak a European language.

2. Sales Executive for Southern Europe
This position requires fluency in Spanish or Italian. You will be dealing with government organisations at senior level.

3. Sales Executive
This role combines responsibility for several countries and a European language is desirable.

These are excellent career opportunities and salary packages will be commensurate with experience.

Applications in writing to:

Lynne Ballman
Sales Director
Century House Information Ltd
22 Tewkesbury Road
Old Stratford
Oxford OX9 3BA
Tel: 0185 640

LOWNDES

Corporate Merger & Acquisition

Fast-expanding company needs energetic and articulate person preferably with accountancy or other numerical background and probably under 35, to join their team in executive position. Salary up to £40,000 p.a. negotiable.

Please contact:

Katie Duncan, Lowndes Limited 01-823 2080

5 CHESHAM STREET LONDON SW1X 8ND

Anderson, Squires Associates

International Personnel Consultants
GENERAL INSURANCE ACTUARY

Leading insurance company seeks recently qualified actuary, ideally with previous experience of general insurance. Responsibilities include calculation of reserves, valuation of assets, and preparation of financial statements and reports for personal and private financial insurance.

For further details contact Louise Harris
16 - 18 North Street,
Aldershot,
Hants GU11 1JN
Tel: 0232 646111 or 0232 646178

Communications, Finance, Engineering, Personnel Services

READY FOR A NEW CHALLENGE?

We can offer well-educated people with extensive experience in a wide range of fields, a full-time position on a well-structured basis showing overseas vision, around Britain. Applicants must be London-based and own good cars. Full training course provided.

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Career Opportunities

in
Technical Consultancy
and
System Engineering

SMITH ASSOCIATES LTD

Smith Associates is Britain's leading independent system engineering consultancy and a centre of excellence in the application of advanced science and technology. We require additional staff to work on a wide range of intellectually challenging projects undertaken on behalf of clients in both civil and military fields.

Growth areas include image and signal processing, advanced computing, space and communications. The work ranges from mathematical and physical modelling and conceptual design through to the development of advanced software and hardware demonstrators.

We invite applications from staff with qualifications ranging from a good honours degree in mathematics, physics, computer science or engineering to a Ph.D. degree and/or several years experience in university, industry or a commercial environment. We expect a high level of personal initiative and offer excellent career prospects with a generous salary and benefits package.

Please apply in writing with CV to: Dr. D.R. Wilkinson, Joint Managing Director, Smith Associates Limited, Surrey Research Park, Guildford, Surrey GU2 5YP. Telephone: Guildford (0483) 505565.

Directional Drilling Professionals and Scientists

ANADRILL/SCHLUMBERGER is a company chartered to be an aid to the drilling process from both the geological and drilling standpoint. It is an established leader in directional drilling expertise, specialized drilling tools, and high technology surface and downhole instrumentation and real time data processing and interpretation.

ANADRILL is seeking qualified, graduate professionals experienced in the latest directional drilling technology.

These are challenging opportunities in the United States and International environments and energetic, aggressive, and innovative scientists, engineers, technicians, and field personnel.

ANADRILL offers an excellent benefit package. Salary will be commensurate with experience.

If you qualify and are interested send your C.V. to:

ANADRILL/SCHLUMBERGER-EHS
Personnel Manager
No. 1 Barwood Place
London W2 2UX England

An Equal Opportunity Employer m/f/h/v.

ANADRILL
Schlumberger

REGIONAL MANAGER
INTERNATIONAL INSTALLATIONS
EUROPE
BASED IN LONDON

This position has overall responsibility for the strategic planning and initiation of all European installation related activities of SABRE (American Airlines computerised Reservations system).

The successful candidate will head an expanding European team of currently 14 staff who are based in Germany, France and the U.K.

A proven background in an operations type programme, involving computer equipment installations and communications circuit installations is essential. Experience with customer service and support programmes is also required. Supervisory experience would be advantageous. Applicants should possess strong interpersonal skills with the ability to communicate well at all levels orally and in writing. A budgetary or financial background plus capability in a second European language would be a distinct advantage.

Negotiable starting salary plus BUPA, pension and excellent travel benefits.

Written C.V.'s only please to:

Ruth Bishop, UK Administration & Personnel Manager,
Portland House, Stag Place, London SW1E 5BJ.

RECRUITMENT CONSULTANTS
WEST LONDON/SOUTH WEST
LONDON
CIRCA £15,000

Exciting opportunities await for enthusiastic, energetic and highly motivated individuals who seek a challenging and rewarding position within a company that positively encourages personal development.

Telesales/customer service experience would be an advantage but determination and a will to succeed is paramount. We offer extensive training programmes, a high basic salary and the opportunity to develop within the largest employment group in the country.

Secure your future - ring me now to arrange an interview on

01 - 672 8206
RAY SANT,
AREA MANAGER



Blue Arrow
Personnel
105 Streatham Hill,
Streatham, S.W.2.
01-671 2711

AMBITIOUS
MANAGEMENT TRAINEE

General Portfolio Financial Planning Services, a successful national company, requires up to ten people to join its financial planning team as part of a major expansion programme in the London area.

Applicants from any discipline will be considered, as comprehensive training will be provided. The successful candidate will be 23+, self motivated and business-like.

These positions would suit entrepreneurs, with a desire for success and exceptional rewards. Apply in writing, enclosing a curriculum vitae to Peter Lee, General Portfolio Financial Planning Services, 2nd Floor, Provincial House, 62-68 Eden Street, Kingston-upon-Thames, Surrey KT1 1EL.

For further information telephone 01-547 2788.



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Portfolio
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Interesting and varied position
with scope for development.
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CARIBBEAN COMMUNITY SECRETARIAT
STAFF VACANCYEXECUTIVE DIRECTOR
CARIBBEAN AGRICULTURAL RESEARCH
AND DEVELOPMENT INSTITUTE
(CARDI)

The Caribbean Agricultural Research and Development Institute (CARDI) is a non-profit autonomous organisation established by statute in twelve Member Countries of the Caribbean Community to serve the agricultural, research and development needs of the Region. CARDI seeks to appoint an Executive Director for an initial period of three (3) years.

The post of Executive Director involves management of the Institute and guidance of its research and development programmes within the constraint of the Institute's priorities and objectives.

The Executive Director is also responsible for creating and fostering institutional linkages both regionally and internationally, and establishing rapport with the donors and the member governments.

The Executive Director of CARDI should possess a proven record of management and administration, a sound knowledge of and experience in negotiating project funding with international donor agencies, vision and leadership qualities and an ability to communicate and inspire high performance of a multi-disciplinary and international staff of scientists and administrators.

An attractive compensation package is offered.

Application for the position should be forwarded before January 31, 1990 to the Chief, Personnel Section, Caribbean Community Secretariat, Bank of Guyana Building, Georgetown, Guyana

ARE YOU CONSIDERING
A SALES CAREER MOVE?

At Ian Whitcomb Associates, we have a dedicated team of specialist sales recruitment consultants who are constantly looking for clients in order to assess their requirements. With our professional approach and comprehensive understanding of sales and management we are not only able to service our clients' needs in a highly efficient manner but can also offer expert guidance to ensure you make the best possible career move.

You may not have considered using a specialist consultancy before and will be surprised at the number of positions available. Listed are just a few positions our clients seek to fill.

SALES AID LEASING	£18K Base £35K OTE
SALES MANAGER (OE)	£16K Base £32K OTE
COMPUTER SALES RECRUITMENT	NEG Base £35K OTE
SENIOR AD SALES	£17K Base £25K OTE
CAPITAL EQUIPMENT MGR A/Cs	£17K Base £25K OTE
DEALER SALES	£18K Base £35K OTE
SYSTEMS FURNITURE	£20K Base £40K OTE
FINANCIAL INFORMATION	£19K Base £32K OTE
CONTRACT HIRE/LEASING	£18K Base £30K OTE
CONSUMABLES/CATIONARY	£25K Base £40K OTE
KEY A/C MANAGEMENT	£16K Base £21K OTE
DATA COMMUNICATIONS	£16K Base £35K OTE
AIR FREIGHT/COURIER	£20K Base £30K OTE

For further details and a discussion in confidence, call Richard Neville on 01-439 4911 or write to Ian Whitcomb Associates Ltd, Regent House, 235-241 Regent Street, London W1U 8PL. (Ref Cont)

Lothian Regional Council

REGIONAL
ASSESSOR'S
DEPARTMENTDIVISIONAL
ASSESSOR
(ASSISTANT DIRECTOR)
SALARY SCALE £30,750 - 32,937

Applications for the above post are invited from Chartered Surveyors qualified in terms of Section 1(b) of the Valuation and Rating (Scotland) Act 1956 and the Local Government (Qualification of Assessors) (Scotland) Regulations 1956. The post has the status of a Deputy Assessor for the purposes of Section 116 of the Local Government (Scotland) Act 1973 and Section 112 of the Abolition of Domestic Rates Etc. (Scotland) Act 1987.

Applicants must have substantial experience and knowledge of the work of an Assessor's Department and be able to demonstrate a strongly developed management capability. They will be required to display the qualities not only to lead a sectional division comprising both professional and technical staff but also to contribute to the overall direction of the Department towards the successful achievement of the Assessor and Community Charges Registration Officer's statutory obligations.

Information Packs from Miss Jill Thomson, Administrative Officer,
Lothian Regional Council, Regional Assessor's
Department, 30/31 Queen Street,
EDINBURGH EH1 2LZ
Tel. No. 031 - 225 1399 Ext. 275

Closing date: 19 January 1990.

The Lothian Regional Council is an equal opportunities employer and will prevent discrimination, particularly on the grounds of sex, marital status, disability, race, colour, religious belief, political belief, sexuality, nationality, ethnic origin, age, trade union activity, responsibility for dependants or employment status.

LOTHIAN

COLEFAX AND FOWLER

EXPORT SALES
CO-ORDINATOR

Ideal for an organised, efficient person with a second language (Italian/German) to work as part of a busy team.

Responsibilities would include processing orders, preparing documentation, liaising with freight forwarders. Previous VDU experience would be an asset. Ability to work under pressure essential.

Interested applicants should reply enclosing current CV and salary details to:

Ref RRW1.
Colefax and Fowler,
118 Garratt Lane,
London SW18 4DJ.

HERTFORDSHIRE
HOTEL PROJECT

Five star hotel, golf and leisure project to open July '90 requires Director of Buildings and Grounds. Minimum 3 years' experience in comparable hotel position. Strong background required in HVAC, plumbing, electrical and decorating. Also skills in budgeting, administration and supervision. Knowledge of landscaping preferred. Salary £20k plus benefit package.

Send cv in confidence to:

Michael E. Neary
Tooke House
28 Bell Walk
Hertford SG14 1DT

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Tuesdays
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REQUIREMENTS: must have
at least 3 years full time postgrad
study. If successful, a two year
qualification. Tel: 01 224 4688

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

A CHALLENGE FOR THE 90's

DIRECTOR OF FINANCE AND ADMINISTRATION

Circa **£36k** Package including Benefits

Education, Training and Consultancy are our business activities.

We provide a number of services, in many diverse markets and we are currently expanding our national and international customer base.

We operate in a competitive, dynamic and demanding service sector and as such we are committed to a strategy of growth requiring organisational change. The creation of this post reflects our commitment to the achievement of this strategy. The successful candidate will join the existing Directorate members in the process of strategic planning and business development for the College.

The duties of the post are wide ranging and varied. The key areas in which the postholder will be expected to make an immediate contribution are:-

- To ensure that each aspect of the business is appraised and monitored to facilitate effective strategic decision making.

- To develop efficient financial and administrative systems and procedures for effective implementation of the College's Mission Statement and Business strategies.

- To provide an effective and efficient Company Secretary role to our Board of Governors.

To excel in this challenging and demanding executive post you must be a qualified Accountant. You must also have a successful record of controlling the financial and commercial aspects of a significant business and possess skills in planning and business organisation.

You can expect a varied role within a dynamic and enterprising organisation which will provide scope for your own personal career development.

Candidates should submit in confidence a comprehensive Curriculum Vitae to the Head of Personnel Services, Humberside College of Higher Education, Cottingham Road, Hull, HU8 7RT. Telephone: 0482 440550.

Closing date for applications is 15th January 1990.

HUMBERSIDE
COLLEGE OF HIGHER EDUCATION

BRITISH ROAD FEDERATION

PROJECT OFFICER

The British Road Federation is a prominent organisation in the transport field. We are looking for an enthusiastic and energetic individual to join a small professional team to contribute to policy formation, oversee research projects and provide a sound economic base for the Federations work.

Duties will include analysis of economic and statistical information, preparation of special reports, supervision of studies and research into the economic, social and environmental benefits of transport investment with particular emphasis on the highway system.

Candidates should be educated to degree level, with a qualification in economics, have an interest in politics and preferably some experience in the transport field. The main requirement is a lively mind to bring to a job which needs a practical as much as an academic approach.

The job specification is flexible to offer scope for the development of individual talent and interest.

Salary will be related to experience and ability but we expect to pay between £16,000 and £19,000 for a suitably experienced individual. Consideration will be given to less experienced applicants if appropriate.

Applications to: Peter Witt, Director, British Road Federation, Pillar House, 194-202 Old Kent Road, London SE1 5TG.

HAMPSHIRE County Secretary

Salary Scale £52,898 - £56,945
plus substantial benefits

Hampshire County Council is one of Britain's largest and most progressive local authorities. We are seeking a Solicitor with exemplary management skills gained at the highest levels.

You will take responsibility for the legal and administrative aspects of the County Council's operation and, as a member of the Chief Officers' Management Group, you will have considerable opportunity to influence the development of the County Council.

The excellent remuneration package includes:

- * Leased car;
- * Pension enhancement at age 60;
- * Assistance with relocation expenses, including the possibility of a mortgage subsidy.

For full details, contact the County Manpower Services Officer, The Castle, Winchester SO23 8UJ. Telephone: (0962) 847692.

Closing date for applications: 19th January, 1990.

We pursue a policy of equal opportunity and applications are particularly welcome from people with disabilities.

HAMPSHIRE COUNTY COUNCIL

**CHEERFUL
ARTICULATE
SALES PERSON**
Required for Antique Jewellers New Bond Street W1.
5 day week. Salary negotiable.
Tel: 01-493 4792/5010.

BANKING AND ACCOUNTANCY

MRM PARTNERSHIP

Financial Controller

Bristol £25,000 + F/E Car and Benefits

MRM Partnership is a well respected independent firm of Consulting Engineers, with a profitable and varied base of clients and subsidiary companies. There are eleven offices in the UK, with some 600 employees, and a Headquarters in Bristol. The firm requires an experienced financial controller to support the fee earning members of the Partnership.

An important member of the management team, the person will be responsible to the Admin Partner for the day-to-day financial operations of the practice, together with a significant involvement in strategic planning.

Candidates are likely to be aged under 35 and will hold a recognised accountancy qualification. The position requires a person with good communication skills together with a sound understanding of financial reporting and management.

Interested candidates should send full curriculum vitae including current salary to David Reynolds quoting reference 5935 at Spicers Executive Selection, Queen Anne House, 69-71 Queen Square, Bristol, BS1 4AE.

SPICERS EXECUTIVE SELECTION
A MEMBER OF SPICER & OPPENHEIM INTERNATIONAL

INSOLVENCY CAREERS

Nationwide up to £45,000

Corporate reconstruction and insolvency work has become increasingly specialised and an integral part of the services provided by major accountancy firms to companies in financial distress. The firms are now able to offer highly challenging, interesting and structured careers with excellent back-up, training and study assistance for professional exams.

We are currently recruiting Nationwide staff at all levels from graduates wishing to specialise, to Chartered Accountants, administrators, qualified accountants and experienced managers. Work ranges from viability studies for banks, business disposals, investigations and debt enforcement through to liaison with major financial institutions.

For further information please contact Judy Gill on 01-404 3155 at Alderwick Peachell and Partners, 125 High Holborn, WC1.

TAX PLANNING

AMBITIOUS GRADUATES

to £15,000

Recent graduates are required by several international firms of Accountants nationwide to qualify as Tax Consultants. Gain first-hand experience of tax planning and report-writing, working in either Corporate or Personal Tax.

Training includes in-house courses and seminars both in the UK and overseas. Secondments are possible in the US and Europe. Current opportunities include Bristol, Nottingham, Birmingham, Leeds and London. Minimum 12 UCCA points and 2:1 degree essential. Applicants with Mathematics, Law, Classics, History or Languages backgrounds ideal.

Contact BARRIE PALLAN on 01-404-3155 (Days) or 01-653-1715 (Eves) or send CV to ALDERWICK PEACHELL & PARTNERS 125 High Holborn London WC1V 6QA (Rec Cons).

Directors

To secure the best appointments at senior level needs more than good advice, accurate career objectives and succinct presentation.

InterExec not only provides career advice to successful executives but also retains the unique facility of our subsidiary company InterMex to bridge the critical gap between counselling and the right job.

InterMex maintains a unique data base of some 6,000 unadvertised vacancies per annum, providing the only confidential Placement Service.

If you are considering a move or need a new challenge then telephone (01-930 5041) for an exploratory meeting without obligation.

InterExec Plc
Landseer House, 19 Charing Cross Road,
LONDON WC2H 0ES.

The service offered by InterExec is free and can be used independently of the Consulting Service

Senior Managers

Interested in Britain's HERITAGE and CULTURE?

Well-educated, articulate and enthusiastic people required to train as Driver-Guides for Britain's overseas visitors.

Rewarding, flexible and full and part-time work offered after completion of our comprehensive short-term training scheme and qualification by the London Tourist Board.

Applicants should be London-based and owners of large 4-door cars.

Call 01 678 7000

Guidelines to Britain

GRADUATES: re-energise in 1990

Make the change, leave routine and stalemate behind and make this the year of a new career. Henley Financial Associates are seeking 3 vibrant individuals to train for executive positions. You will be working in an exciting and varied environment, where early management opportunities and high rewards are attainable within your first year. In return we are looking for drive, ambition and excellent communication skills.

TELEPHONE 01 930 5353

Telemarketing Manager

Good starting salary + Bonus - Package £18000

Henley Financial Associates are creating a new position for someone with at least 3 years telesales experience. In this managerial position the successful applicant will be training, supervising, motivating and managing a new telesales team.

Working in this youthful and exciting environment you will need to be highly motivated, mature and possess a winning personality.

TELEPHONE 01 930 5353

THE EMANUEL SHOP

requires

EXPERIENCED MANAGERESS

Highly professional person with plenty of initiative who is able to take full responsibility for the running of the shop.

A very demanding but interesting position with many opportunities and prospects for the right person.

Salary negotiable

Tel Nicola on 01-629 5560/5569

BONDWELL GROW WITH US European Sales Manager Key Accounts Manager Sales Assistant

Leading multinational Elec. Manufacturer seeking:

A) Experienced Sales Mgr & Key Accounts Manager to undertake functions for Europe in:-

- 1) Laptops computers & fax machine
- 2) Toys & consumer electronic products

- 5 yrs sound experience in selling through respective distribution channels with proven sales record (for Key Accounts Manager 2 yrs)
- Management skills (for Mgr post)
- Willing to travel
- General Knowledge of European Market is preferred

- B) Sales assistant - at least one yr experience in sales field
- knowledge in computer usage is a must
 - pleasant tel. manner

We offer competitive salary package & excellent career opportunities!

To apply please write, enclosing detailed CV with expected salary to, Bondwell (UK) Ltd, Bondwell House, Unit D, Tarriff Road, London N17 0EH

PA/CO-ORDINATOR

Energetic and enthusiastic person required to help run busy Party organising company. A fair for organisation, talking to clients and good secretarial skills a must.

Tel: 01-350 0033

GRADUATES

Three trainee executives aged 21+ required for established London Consultancy. Anticipated first year earnings c£15,000.

Telephone 01-873 9086.

SWISS Designer Clothes, 85, George Street, London W1 requires experienced Fashion Secretary/Book Buyer. Retn inc. Pension. Tel: 01-487 3189.

BANKING AND ACCOUNTANCY

SAUDI ARABIA BANKING ANALYSTS £35,000 TAX FREE BRILLIANT EXPATRIATE BENEFITS

Major international bank require Banking Analysts with a minimum of 6 years relevant experience with exposure to automated banking systems. Leading a team, you will be involved in software evaluation, conducting feasibility studies of automation projects (ATM) and system implementation, a complete project cycle. Benefits include free flights, accommodation, 45 days holidays and loan facilities. Single or Married status. Please call Angela Bayes for further information on 01-439-8302 (Days) or 01-390-5826 (Eves). REF AB 17526

DATAPOWER

COMPUTER EMPLOYMENT LTD
21, CORA STREET, LONDON W1N 1HB. 01-439 8302. FAX 01-437 6618.

**White
Drury
Brown**

SW1

ACCOUNTANT

c.£18,000

Our client, a well established firm of Chartered Surveyors, is seeking an accountant demonstrating excellent communication skills and the ability to work under pressure to tight deadlines. Not necessarily qualified, you should have a wealth of experience in the production of property management accounts on both manual and computerised systems.

Accountancy Personnel, 6-8 Glen House, Stag Place, Victoria, London SW1E 5AA. Tel: 01-828 7555.

John Keil LIMITED

BOOKKEEPER/SECRETARY

SW3

£13,000

An up market firm of antique dealers require a bookkeeper to maintain the accounts to trial balance and cover secretarial duties. An all round position encompassing a variety of duties.

Highly competitive salary and friendly working environment. Accountancy Personnel, 110 Strand, London WC2R 0AA. Tel: 01-379 6716.



Accountancy Personnel

You don't just count you matter

HAYS

CHIEF ACCOUNTANT TO THE NORFOLK FAMILY

The Norfolk Family Trustees are looking for a fully or partly qualified accountant to fill the position of Chief Accountant, preferred aged 35-50.

The work will involve the preparation of Estate, Company and Trust Accounts together with budgeting, monitoring and reporting on key profit centres.

The successful applicant will be based at the Arundel Estate Office and will report to Earl of Arundel personally. A good salary package commensurate with age and experience will be available.

All enquiries should be made in writing to
The Earl of Arundel,
1 Battersea Bridge Road, London, SW11 3BZ.



Aspiring Chartered Accountants Awaiting PE1/PE2 Results?

Join Top 20 Firm

CITY £14,500/21,500

Gain fast track promotion by joining City audit group of this international practice. They seek a confident PE2 finalist to assist in the provision of audit and special services to an exciting client portfolio including Banks, Lloyds Underwriters, Stockbrokers and Commodity Brokers. The role will involve you in numerous special projects and corporate finance related work. Vacancies also exist for successful PE1 student interested in a career in this field or keen to broaden their expertise in a more general audit group.

**Alderwick
Peachell
& Partners LTD**

For further details or a general career discussion contact Jeff Davies at Alderwick Peachell & Partners on 01 404 3155 (days) or 01 978 8140 (even & weekends), 125 High Holborn, London, WC1V 6QA.

BANKING & ACCOUNTANCY

GROUP FINANCIAL CONTROLLER c£30,000

With a turnover in excess of £3 billion, this major diversified international group, employing over 85,000 people in their 300 companies are recruiting for an ambitious methodical Group Financial Accountant to be responsible for all financial functions.

Reporting directly to the Group Accountant you will be required to prepare head office budgets, group consolidations and will have had thorough knowledge and practical experience in statutory accounting.

Ideally you will be a qualified accountant aged between 26 and 36 with relevant commercial experience in a fast paced, high pressured environment.

To interest the most mature confident and diligent candidate the company are offering an executive car, subsidised travel, personal pension plan, BUPA and performance related bonuses.

Interested applicants should contact Patrick Wheeler on 01-439-4911

Ian Whittemore Associates Ltd.,
Regent House, 225-241 Regent Street,
London, W1R 8JU
(Rec Cons)

GRADUATES START A CAREER IN ACCOUNTANCY

Top 20 firm of Chartered Accountants still have vacancies for bright graduates to start training contracts immediately. You will be trained in all aspects of systems auditing, computerised financial and management accounting and business advisory work. Early responsibility envisaged for a range of clients that includes household names and City institutions. Career prospects excellent.

To succeed you must have 9 UCAS Points and minimum of a 2.2 Degree. Please contact ANGELA SANDERS at ALDERWICK PEACHELL AND PARTNERS on 01-404 3155 (days) or 01-879 8140 (even & weekends) 125 High Holborn, London WC1V 6AA (Rec Cons)

Hays

LOOKING FORWARD TO THE 1990's?

INNOVATIVE GROUP MANAGEMENT ACCOUNTANT

GUILDFORD c£30,000+CAR

Hays plc is a progressive acquisitive Business Services Group which was recently floated on the stock market. Annual turnover is approximately £600m spread over 6 divisions. These operate within 3 core activities covering specialist staff recruitment agencies, office support services and specialised distribution services.

Due to promotion an exceptional career opportunity has arisen for a self motivated individual to join a small, highly professional team as Group Management Accountant, based at the Group's prestigious Head Office in Guildford.

This challenging role requires an ambitious and forward thinking Qualified Accountant (27-32), whose experience includes front line management accounting in a commercial environment. An analytical mind and the ability to further develop the existing PC based management and executive information systems will be as important as accounting skills.

Please reply in strictest confidence (enclosing a comprehensive CV) to the Manager at the address shown.

For further information contact:
Accountancy Personnel
72-74 High St.,
Guildford,
Surrey GU1 3HE
Tel: 0453 64892



Accountancy Personnel

You don't just count you matter.

Hays

ASSISTANT TO THE COMPANY SECRETARY

SW1

c£20,000 p.a.

BAA plc is the world's leading international airport group in a long-term growth business. We own and operate seven major airports in the UK including Heathrow and Gatwick, the world's two busiest international airports. Since privatisation the Company has expanded into property development, hotels and other related areas.

Based at our Corporate Office in London, this is an excellent opportunity for you to become involved in a wide range of corporate secretarial work in a major plc. In addition to assisting in the provision of a full secretarial and administrative service, you will have your own responsibilities including computerised statutory registers and returns for the BAA plc Group of companies, administration of the employee share save

and share ownership schemes, shareholder enquiries and charitable donations.

Ideally you should be educated to degree level, a recently qualified member or finalist of the ICSA and have all the personal qualities and professional expertise necessary to progress to Assistant Company Secretary level. Relevant plc experience is essential.

If you are committed to excellence and have the necessary qualities for this challenging and rewarding post, please write with full CV to Julie Spencer, BAA plc, 130 Wilton Road, London SW1V 1LQ.



The world's leading international airport group.

HEATHROW • GATWICK • STANSTED • GLASGOW • EDINBURGH • PRESTWICK • ABERDEEN

ACCOUNTS MANAGER - £20,000

Property Management Company in the heart of Chelsea requires an enthusiastic Accountant to run its accounts department. The position assumes overall responsibility for day to day running of the department and production of management information and accounts. The successful candidate is likely to be part-qualified, with supervisory experience and a knowledge of computer based systems. Usual Company benefits apply.

Please apply in writing with full CV to BOX B66.

PARTNERSHIP PROSPECTS

TO £25,000 West End ACA

Gain an insight into partnership and develop your client skills by joining the rapidly expanding West End firm of Chartered Accountants. Client base includes many USM prospects as well as family controlled concerns. 40% of your time will be spent on non-routine work including investigations, start-up and personal and financial planning. You should preferably be an ACA, although ACCA's with relevant experience will be considered, and have 3-5 years general practice experience. Partnership is available within 3 years for the right candidate.

For further information contact Fiona Cox on 01-404-3155 at Alderwick Peachell and Partners, 125 High Holborn, London WC1.

START A GREAT CITY CAREER

Substantial income and capital gain for those considering a career move with or into the financial world.

For detailed information call: 01-404-3155 (Alderwick Peachell and Partners, 125 High Holborn, London WC1).

ALL BOX NO. REPLY

SHOULD BE SENT TO: BOX NO. DEPT. P.O. BOX 484, VIRGINIA STREET, WAPPING, LONDON E1 9BB

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

TO ALL TEMPS - HAPPY NEW YEAR

Top rates, long and short term bookings. The reason you should call me is that I will listen to your needs, reward your efforts with bonuses and offer you a multitude of choices immediately required IBM Microswords, Wang WP+, Multimate, Samras, Wordperfect 5. If you need a new year book or just want more information and a chat ring Angela.

01-486 6951

THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

6 WEEKS HOLIDAY IN PROPERTY! £14,500

Yes! You do get six weeks holiday plus free lunches and superb social life within one of the UK's largest property companies. Job satisfaction is also a certainty as this position offers you a one to one at director level. You will be involved in improving the architecture of London and use your WP skills plus audio typing for general correspondence. Please ring Lynn Lee.

01-486 6951

THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

MARKETING SECRETARY/PA IN TELEVISION £13,500

Rare opportunity to use your initiative to use full. Grow with this New Director who is responsible for international Marketing. Enjoy a hectic innovative environment where extensive in house and client liaison plays a large part. Deal with the marketing of programmes in the international English speaking world through Broadcasting and use your WP skills plus audio typing for general correspondence. Please ring Lynn Lee.

01-486 6951

THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

INVESTMENTS PRESENTATIONS/PA 60% ADMIN £14,000

Wonderful varied position in this unique finance house. A mixture of analysis and high technology this position requires excellent shorthand and typing skills and would suit an ambitious candidate who is looking for Chairman level and progression. The position is 60% administration and 40% secretarial and is situated in superb offices at Green Park, Age 23+. Your languages may be useful but not a necessity. Please ring Lynn Lee.

01-486 6951

THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

TAKE YOUR PICK FOR 1990

Positions with initiative and career advancement: TV Company 2nd Jobber the short hand Sales and research department. Busy Buzzy young soul environment. Complete involvement 50% secretarial 50% administration 11,500 + Challenge Personnel PA the short hand Full PA role Varied assignments and projects. 13,000 + no package + advancement Junior Short hand Secretary or Possible College Leaver for Drama Department in Television.

01-486 6951

THE HARLEY MEDICAL GROUP

6 Harley Street, London, W1N 1AA

SECRETARY/PA

The Managing Director and Medical Director are seeking a mature, well presented Secretary/PA to organise their day-to-day business activities. A high standard of secretarial skills with audio and rusty shorthand are required. A knowledge and interest in computers would be a distinct advantage. The ideal applicant will be enthusiastic, reliable, articulate, energetic and enjoy taking on responsibilities within this small but very successful cosmetic plastic surgery practice in Harley Street. Please telephone in the first instance to the Personal Dept on 01-681 5494

NO AGENCIES

CHARTLEIGH

PROSPECTS IN ENTERTAINMENT

£10,000 Unravelling opportunity for a young person looking for promotional prospects, to work in an environment with both the world of entertainment and computerised financial and management accounting. The ideal applicant will be enthusiastic, reliable, articulate, energetic and enjoy taking on responsibilities within this small but very successful cosmetic plastic surgery practice in Harley Street. Please telephone in the first instance to the Personal Dept on 01-681 5494

NO AGENCIES

OFFICE MANAGER

C £21,000 EC3

Professional, international firm in the City needs an office manager who can ensure the highest standards are maintained. Duties will include supervision of staff, working within budgets, arranging conferences, organising office equipment and computers and generally seeing that the office runs smoothly. Essentials: 'A' level education, related experience. Age 30+

01-486 6951

KeyStone

PLACING PEOPLE FIRST

EXECUTIVE SECRETARY

PARIS - £20,000

Required to assist the Vice President of one of the most famous companies in the world with their new 1990 challenges in Europe. Top professionals, good prospects.

01-486 6951

ADMINISTRATOR

Req for busy personnel dept of large firm based in City. £15,500

3 months review and 1 annual bonus. Should have reasonable typing skills. This ability to communicate at all levels and a good administrative background. For more information Call Michelle on 01-726 9857 TED REC CONS

01-486 6951

VIDEO/ MARKETING CO

CHESAIRE - £11,500

Require enthusiastic young secretary between 20/24 to help organise the video and marketing department. A confident telephone manner is essential as is the ability to organise and work under pressure. Good WP skills essential. Call Michelle on 01-726 9857 TED REC CONS

01-486 6951

SUDELEY DESIGN LTD

130 Jernyn Street, London, SW1Y 4UL

SECRETARY/ADMINISTRATOR

£15,000

IF YOU'RE EFFICIENT, ENTHUSIASTIC AND YOU CAN REALLY ORGANISE. Small, expanding, upmarket design/furniture company needs someone who can contribute to the team and company.

Only hardworkers need apply.

CVs please to Nicola Nelson, (Director), Sudley Design Ltd, The Penthouse, 130 Jernyn Street, London, SW1Y 4UL.

01-486 6951

MARKETING ASSISTANT

c£15,000

Progressive international car dealer. Small team requires person aged 25+ with typing ability and for marketing activities. Experience not necessary, full training given.

Call Kelly 01 246 1262

01-486 6951

LEADING CHESAIRE

ESTATE AGENTS

Require experienced Secretary/Assistant for our House and Flat Sales Department. Excellent opportunity for a young person to gain experience in a fast paced, busy environment. Must have good typing skills and be able to work on your own initiative. Good salary offered. Please telephone

01-486 6951

SUPER SECRETARIES

SECRETARIAL OPPORTUNITIES IN MUSWELL HILL

Secretary to Director 5 Wks Hols - Pension - Sub Lunch - 9-5 £10,900
I.D.T.P. (Western) £10,400
Training given in Desk Top Publishing
Audio Secretary Admin - Telephone liaison - 5 Wks Hols £9,600
KEYSTONE EMPLOYMENT CONSULTANTS 107 MUSWELL HILL ROAD MUSWELL HILL, LONDON N10 TEL: 01 883 8322 FAX: 01 883 4258 OPEN 9.30 - 5.00 & SATURDAY 10-12

01-486 6951

WEST END

International Conference Company Requires

1 Secretary/WP
1 I.D.T.P. (Western)
1 Junior Secretary
Must enjoy hard working atmosphere great team spirit - interesting work.
Call Alison at The Law & Business Forum on 01-499 8895.

01-486 6951

BANKING AND LEGAL CRÈME

INTERNATIONAL LAW FIRM

seeks for its Paris office located near Etoile English-French bilingual secretaries to work at partner level. WP experience required.

Good salary & pleasant environment.

TEL: 010 33 1 47 23 92 24

01-486 6951

PUBLIC RELATIONS

Are you looking for a challenge for 1990? Do you have a mature attitude to work, enjoy working under pressure with good secretarial/office skills? Then we can offer you what you are looking for.

We are a small, thriving PR agency in W.I. in need of an efficient secretary to work for a busy account manager. You'll have plenty of varied secretarial and admin work, from typing press releases and dealing with clients in helping with research and organising events.

If this is the challenge you are looking for pick up the phone today.

Phone Lyn Eustace on 01-486 8219

01-486 6951

SECRETARY FOR SENIOR PARTNER

Good skills required for this demanding position rewarded with excellent salary.

Please send C.V. to Irene Hole.

01-486 6951

SECRETARY FOR AGENCY PARTNER

We are looking for an experienced secretary to join our successful and expanding team dealing with City Offices. (Shorthand not essential). Salary £15,000.

Please send C.V. to Penny Bazzell.

01-486 6951

AUCTIONEERS SECRETARY

Well presented, experienced Secretary with WP/Audio skills for international Bond St auctioneers.

Salary: c. £11,500 + Benefits Acc 25-35

Telephone: Alice Parker 01-589 5100.

01-486 6951

SENIOR RECEPTIONIST/SECRETARY

£13,500 + benefits

Two City-based PR firms with a proved and professional individual to supervise two receptionists and co-ordinate client entertainment. Excellent salary and benefits. Must have good typing skills and be able to work on your own initiative. Good salary offered. Please telephone

01-486 6951

MEDICAL SECRETARY

Required for busy Family Doctor in Harley Street commencing February 1990. Shorthand/typing skills essential. Please telephone

01-486 6951

RECEPTIONIST/SECRETARY

£13,500 + benefits

Two City-based PR firms with a proved and professional individual to supervise two receptionists and co-ordinate client entertainment. Excellent salary and benefits. Must have good typing skills and be able to work on your own initiative. Good salary offered. Please telephone

01-486 6951

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01-486 6951

Riva Rose to make amends for Wolverhampton lapse

By Mandarin

Steve Smith Eddies collected the 700th winner of his riding career on 66-1 chance Rynode at Wolverhampton last Thursday, thanks to Riva Rose who cooked his jaw and ran out at the last fence when holding a fractional lead in the 2½-mile contest.

It was an uncharacteristic display by Jenny Pitman's stayer who was chasing a treble that day, having won his two previous novice chases this term in good style.

Riva Rose gets an early opportunity to make amends in today's 2½-mile Nottingham Champion Novices' Chase and, despite the obvious claims of Martin Pipe's useful challenger Redgrave Devil, may be worth taking a chance with.

Although hindered by breaking blood vessels during his jumping career, Riva Rose has undoubted talent and faded was a high-class staying hurdler three seasons ago.

The front-running Redgrave Devil has enjoyed

recently with The West Awake and promising novice Strupur Cup both sidelined. However, his promising debutant Gallie Ah, should help to redress the balance by capturing the Highland Spring/ROA Novices' Hurdle qualifier at the expense of more experienced rivals, Harbour Walk and End Result.

This Le Moss gelding is a half-brother to Rebel Song and has been showing plenty of promise in his homework on the Mandown gallops above Lambourn.

Nigel Tinkler's application for the renewal of his rider's licence has been turned down by the Jockey Club, but the Malton trainer should be on the mark in the Sandiacre Novices' Claiming Hurdle with Northern Brave.

The former Flat performer, bought out of the Newmarket stable of Tom Jones for 15,000 guineas, has been placed in three competitive novice hurdles this season and is expected to gain his first success over timber in this lower company.

His first attempt over hurdles, at Wetherby in November, when beaten three-quarters of a length by Houghton, was a particularly encouraging performance as Joe Bumpas, Major Freddie Rustino and Beau Rolando, behind in that event, have all subsequently won.

Pocketed with a modest novice event at Bangor before finishing unplaced on the Lingfield all-weather track and looks a bigger danger than Basic Fun or Cock-A-Doodle-Do, but I am content to rely on Northern Brave.

Frank Jordan has his team in good form at present and his Pride Hill, still in contention when falling at the third last in the Bangor chase won by Cock-Na-Nee last month, can defy top weight in the Daleside Conditional Jockeys Handicap Chase.

At Lingfield Park's all-weather Flat meeting, two recent winners on the Equitrac, Kovalevskia (12.45) and Looking (1.15), can complete doublets.

Wright ban after whip incident

Barrie Wright was banned for four days after losing his temper and lashing out with his whip at another rider during a race at the Lingfield Park all-weather meeting yesterday.

Lambourn-based Wright gave Jenny Pitman's claimer Joe Tute a hefty smack across the back with his whip during the Too Many Cakes Handicap Hurdle.

The incident came on the head after the second hurdle when Wright's mount, Doc's Coat, came up the inside of the odds-on favourite, ridden by 70lb claimer Tute.

The pair went on to dominate the field, with Wright's gelding, off a 550-000 gamble (backed from 13-8 to 11-8) on as he held off Doc's Coat by a neck.

The stewards imposed the ban, effective from January 12, on Wright for improper riding. But the Jockey was furious afterwards as no action was taken against Tute.

Wright said: "I agree I deserve the suspension for striking out with the whip, but the kid was on the inside and he should have been suspended as well. I told the stewards what I thought of the verdict; the only way to get out of this is to let me ride."

Lingfield's safety worry after rider is struck by stone

Lingfield Park's pioneering £4 million all-weather track is facing a serious safety problem caused by stones flying up from the graded sand surface, it was revealed yesterday.

Thirty meetings are scheduled this winter at the Surrey track but now the Jockey Club has been called in to inspect the dual Flat and hurdling course, which opened two months ago.

The dangers came to light during racing yesterday. Dr Michael Allen, the Jockey Club's medical officer, picked up a handful of the stones - some 1½ inches in diameter - from the course.

After reporting to the stewards, Dr Allen said: "The stones could present a potential hazard, and my greatest concern is if one of them came flying up and caught a jockey in the eye. The goggles would not offer enough protection. The matter needs careful investigation, and the hazard must be removed."

Jockey Michael Furlong was hit on the leg by a stone during the first race. His mount Phil Friend - outsider of the three runners - went lame on the far side of the track and was pulled up. As Furlong walked back with the horse he picked up a

Orkney's dream of a double comes true

Andy Orkney, who successfully combines riding as a professional jump jockey with his role as a qualified optician, saw a dream come true at Sedgfield yesterday when he collected the first double of his career on The Malkin and Kersil.

The 28-year-old said on his return to the weighing room after his second win of the afternoon, aboard Kersil in the Border Knight Handicap Chase: "I had a dream last night in which I rode a double. I couldn't remember which course it was. I suppose it must have been Sedgfield."

Orkney, who has worked as an optician for five years and began a new practice at Leyburn, Yorkshire, on Tuesday, added with a smile: "My wife, Barbara, told me this morning she also had a dream last night in which she was five months pregnant. But as far as we know she isn't."

When asked if he had ever previously landed a double before, Orkney quipped: "I've never ridden two winners in a week before, let alone in a day."

The former amateur was laid in his third season as a professional and now has a total of 21 wins under rules to his credit, plus three point-to-point successes.

The veteran Kersil, now 13, who scored by six and three lengths from his two seven-year-old rivals, Sahil and Willow, is owned and trained by Helpier perrier holder Swiers, a close relative of Orkney's schoolteacher wife.

Half-an-hour earlier, Orkney had driven 10-1 chance The Malkin all the way to the finishing line to snatch a head victory over Paddy Hayton in the Speansmoor Handicap Chase.

After his two winners, Orkney came down to earth with a bang - literally - as he parted company from his next two mounts.

He was unseated by Lingham Duke in the Hamsterley Novices' Chase, won by odds-on Sawdust Jack, and then fell on Wire Lass in the Haswell Novices' Hurdle, which went to another favourite, Hopalong Around. Luckily, Orkney emerged unscathed from his brace of falls.

Jinxy Jack pick of Newbury weights

Jinxy Jack, well backed to win the Champion Hurdle earlier this week, looks the pick of the handicap for next month's Tote Gold Trophy, the weights for which were published yesterday.

The six-year-old was rated impressive in giving Vicario Di Bray 3lb and a 12-length beating at Ayr on Tuesday, yet is able to meet that rival a pound better terms in the Newbury feature on February 10.

Gordon Richards was originally aiming to give Jinxy Jack one more run in the near future before resting him for the Champion. However, the information Greyhound trainer may now change his plans.

"He looks to have a good weight with 10st 10lb but I'd have to speak to the owners first before I decide whether he'll run at Newbury," Richards said yesterday. "If he can't win the Tote, he can't win a Champion Hurdle."

Corals make Jinxy Jack and

Gold Trophy weights

WEIGHTS FOR THE TOTE GOLD TROPHY, 11-12-13-14-15-16-17-18-19-20-21-22-23-24-25-26-27-28-29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54-55-56-57-58-59-60-61-62-63-64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100-101-102-103-104-105-106-107-108-109-110-111-112-113-114-115-116-117-118-119-120-121-122-123-124-125-126-127-128-129-130-131-132-133-134-135-136-137-138-139-140-141-142-143-144-145-146-147-148-149-150-151-152-153-154-155-156-157-158-159-160-161-162-163-164-165-166-167-168-169-170-171-172-173-174-175-176-177-178-179-180-181-182-183-184-185-186-187-188-189-190-191-192-193-194-195-196-197-198-199-200-201-202-203-204-205-206-207-208-209-210-211-212-213-214-215-216-217-218-219-220-221-222-223-224-225-226-227-228-229-230-231-232-233-234-235-236-237-238-239-240-241-242-243-244-245-246-247-248-249-250-251-252-253-254-255-256-257-258-259-260-261-262-263-264-265-266-267-268-269-270-271-272-273-274-275-276-277-278-279-280-281-282-283-284-285-286-287-288-289-290-291-292-293-294-295-296-297-298-299-300-301-302-303-304-305-306-307-308-309-310-311-312-313-314-315-316-317-318-319-320-321-322-323-324-325-326-327-328-329-330-331-332-333-334-335-336-337-338-339-340-341-342-343-344-345-346-347-348-349-350-351-352-353-354-355-356-357-358-359-360-361-362-363-364-365-366-367-368-369-370-371-372-373-374-375-376-377-378-379-380-381-382-383-384-385-386-387-388-389-390-391-392-393-394-395-396-397-398-399-400-401-402-403-404-405-406-407-408-409-410-411-412-413-414-415-416-417-418-419-420-421-422-423-424-425-426-427-428-429-430-431-432-433-434-435-436-437-438-439-440-441-442-443-444-445-446-447-448-449-450-451-452-453-454-455-456-457-458-459-460-461-462-463-464-465-466-467-468-469-470-471-472-473-474-475-476-477-478-479-480-481-482-483-484-485-486-487-488-489-490-491-492-493-494-495-496-497-498-499-500-501-502-503-504-505-506-507-508-509-510-511-512-513-514-515-516-517-518-519-520-521-522-523-524-525-526-527-528-529-530-531-532-533-534-535-536-537-538-539-540-541-542-543-544-545-546-547-548-549-550-551-552-553-554-555-556-557-558-559-560-561-562-563-564-565-566-567-568-569-570-571-572-573-574-575-576-577-578-579-580-581-582-583-584-585-586-587-588-589-590-591-592-593-594-595-596-597-598-599-600-601-602-603-604-605-606-607-608-609-610-611-612-613-614-615-616-617-618-619-620-621-622-623-624-625-626-627-628-629-630-631-632-633-634-635-636-637-638-639-640-641-642-643-644-645-646-647-648-649-650-651-652-653-654-655-656-657-658-659-660-661-662-663-664-665-666-667-668-669-670-671-672-673-674-675-676-677-678-679-680-681-682-683-684-685-686-687-688-689-690-691-692-693-694-695-696-697-698-699-700-701-702-703-704-705-706-707-708-709-710-711-712-713-714-715-716-717-718-719-720-721-722-723-724-725-726-727-728-729-730-731-732-733-734-735-736-737-738-739-740-741-742-743-744-745-746-747-748-749-750-751-752-753-754-755-756-757-758-759-760-761-762-763-764-765-766-767-768-769-770-771-772-773-774-775-776-777-778-779-780-781-782-783-784-785-786-787-788-789-790-791-792-793-794-795-796-797-798-799-800-801-802-803-804-805-806-807-808-809-810-811-812-813-814-815-816-817-818-819-820-821-822-823-824-825-826-827-828-829-830-831-832-833-834-835-836-837-838-839-840-841-842-843-844-845-846-847-848-849-850-851-852-853-854-855-856-857-858-859-860-861-862-863-864-865-866-867-868-869-870-871-872-873-874-875-876-877-878-879-880-881-882-883-884-885-886-887-888-889-890-891-892-893-894-895-896-897-898-899-900-901-902-903-904-905-906-907-908-909-910-911-912-913-914-915-916-917-918-919-920-921-922-923-924-925-926-927-928-929-930-931-932-933-934-935-936-937-938-939-940-941-942-943-944-945-946-947-948-949-950-951-952-953-954-955-956-957-958-959-960-961-962-963-964-965-966-967-968-969-970-971-972-973-974-975-976-977-978-979-980-981-982-983-984-985-986-987-988-989-990-991-992-993-994-995-996-997-998-999-1000-1001-1002-1003-1004-1005-1006-1007-1008-1009-1010-1011-1012-1013-1014-1015-1016-1017-1018-1019-1020-1021-1022-1023-1024-1025-1026-1027-1028-1029-1030-1031-1032-1033-1034-1035-1036-1037-1038-1039-1040-1041-1042-1043-1044-1045-1046-1047-1048-1049-1050-1051-1052-1053-1054-1055-1056-1057-1058-1059-1060-1061-1062-1063-1064-1065-1066-1067-1068-1069-1070-1071-1072-1073-1074-1075-1076-1077-1078-1079-1080-1081-1082-1083-1084-1085-1086-1087-1088-1089-1090-1091-1092-1093-1094-1095-1096-1097-1098-1099-1100-1101-1102-1103-1104-1105-1106-1107-1108-1109-1110-1111-1112-1113-1114-1115-1116-1117-1118-1119-1120-1121-1122-1123-1124-1125-1126-1127-1128-1129-1130-1131-1132-1133-1134-1135-1136-1137-1138-1139-1140-1141-1142-1143-1144-1145-1146-1147-1148-1149-1150-1151-1152-1153-1154-1155-1156-1157-1158-1159-1160-1161-1162-1163-1164-1165-1166-1167-1168-1169-1170-1171-1172-1173-1174-1175-1176-1177-1178-1179-1180-1181-1182-1183-1184-1185-1186-1187-1188-1189-1190-1191-1192-1193-1194-1195-1196-1197-1198-1199-1200-1201-1202-1203-1204-1205-1206-1207-1208-1209-1210-1211-1212-1213-1214-1215-1216-1217-1218-1219-1220-1221-1222-1223-1224-1225-1226-1227-1228-1229-1230-1231-1232-1233-1234-1235-1236-1237-1238-1239-1240-1241-1242-1243-1244-1245-1246-1247-1248-1249-1250-1251-1252-1253-1254-1255-1256-1257-1258-1259-1260-1261-1262-1263-1264-1265-1266-1267-1268-1269-1270-1271-1272-1273-1274-1275-1276-1277-1278-1279-1280-1281-1282-1283-1284-1285-1286-1287-1288-1289-1290-1291-1292-1293-1294-1295-1296-1297-1298-1299-1300-1301-1302-1303-1304-1305-1306-1307-1308-1309-1310-1311-1312-1313-1314-1315-1316-1317-1318-1319-1320-1321-1322-1323-1324-1325-1326-1327-1328-1329-1330-1331-1332-1333-1334-1335-1336-1337-1338-1339-1340-1341-1342-1343-1344-1345-1346-1347-1348-1349-1350-1351-1352-1353-1354-1355-1356-1357-1358-1359-1360-1361-1362-1363-1364-1365-1366-1367-1368-1369-1370-1371-1372-1373-1374-1375-1376-1377-1378-1379-1380-1381-1382-1383-1384-1385-1386-1387-1388-1389-1390-1391-1392-1393-1394-1395-1396-1397-1398-1399-1400-1401-1402-1403-1404-1405-1406-1407-1408-1409-1410-1411-1412-1413-1414-1415-1416-1417-1418-1419-1420-1421-1422-1423-1424-1425-1426-1427-1428-1429-1430-1431-1432-1433-1434-1435-1436-1437-1438-1439-1440-1441-1442-1443-1444-1445-1446-1447-1448-1449-1450-1451-1452-1453-1454-1455-1456-1457-1458-1459-1460-1461-1462-1463-1464-1465-1466-1467-1468-1469-1470-1471-1472-1473-1474-1475-1476-1477-1478-1479-1480-1481-1482-1483-1484-1485-1486-1487-1488-1489-1490-1491-1492-1493-1494-1495-1496-1497-1498-1499-1500-1501-1502-1503-1504-1505-1506-1507-1508-1509-1510-1511-1512-1513-1514-1515-1516-1517-1518-1519-1520-1521-1522-1523-1524-1525-1526-1527-1528-1529-1530-1531-1532-1533-1534-1535-1536-1537-1538-1539-1540-1541-1542-1543-1544-1545-1546-1547-1548-1549-1550-1551-1552-1553-1554-1555-1556-1557-1558-1559-1560-1561-1562-1563-1564-1565-1566-1567-1568-1569-1570-1571-1572-1573-1574-1575-1576-1577-1578-1579-1580-1581-1582-1583-1584-1585-1586-1587-1588-1589-1590-1591-1592-1593-1594-1595-1596-1597-1598-1599-1600-1601-1602-1603-1604-1605-1606-1607-1608-1609-1610-1611-1612-1613-1614-1615-1616-1617-1618-1619-1620-1621-1622-1623-1624-1625-1626-1627-1628-1629-1630-1631-1632-1633-1634-1635-1636-1637-1638-1639-1640-1641-1642-1643-1644-1645-1646-1647-1648-1649-1650-1651-1652-1653-1654-1655-1656-1657-1658-1659-1660-1661-1662-1663-1664-1665-1666-1667-1668-1669-1670-1671-1672-1673-1674-1675-1676-1677-1678-1679-1680-1681-1682-1683-1684-1685-1686-1687-1688-1689-1690-1691-1692-1693-1694-1695-1696-1697-1698-1699-1700-1701-1702-1703-1704-1705-1706-1707-1708-1709-1710-1711-1712-1713-1714-1715-1716-1717-1718-1719-1720-1721-1722-1723-1724-1725-1726-1727-1728-1729-1730-1731-1732-1733-1734-1735-1736-1737-1738-1739-1740-1741-1742-1743-1744-1745-1746-1747-1748-1749-1750-1751-1752-1753-1754-1755-1756-1757-1758-1759-1760-1761-1762-1763-1764-1765-1766-1767-1768-1769-1770-1771-1772-1773-1774-1775-1776-1777-1778-1779-1780-1781-1782-1783-1784-1785-1786-1787-1788-1789-1790-1791-1792-1793-1794-1795-1796-1797-1798-1799-1800-1801-1802-1803-1804-1805-1806-1807-1808-1809-1810-1811-1812-1813-1814-1815-1816-1817-1818-1819-1820-1821-1822-1823-1824-1825-1826-1827-1828-1829-1830-1831-1832-1833-1834-1835-1836-1837-1838-1839-1840-1841-1842-1843-1844-1845-1846-1847-1848-1849-1850-1851-1852-1853-1854-1855-1856-1857-1858-1859-1860-1861-1862-1863-1864-1865-1866-1867-1868-1869-1870-1871-1872-1873-1874-1875-1876-1877-1878-1879-1880-1881-1882-1883-1884-1885-1886-1887-1888-1889-1890-1891-1892-1893-1894-1895-1896-1897-1898-1899-1900-1901-1902-1903-1904-1905-1906-1907-1908-1909-1910-1911-1912-1913-1914-1915-1916-1917-1918-1919-1920-1921-1922-1923-1924-1925-1926-1927-1928-1929-1930-1931-1932-1933-1934-1935-1936-1937-1938-1939-1940-1941-1942-1943-1944-1945-1946-1947-1948-1949-1950-1951-1952-1953-1954-1955-1956-1957-1958-1959-1960-1961-1962-1963-1964-1965-1966-1967-1968-1969-1970-1971-1972-1973-1974-1975-1976-1977-1978-1979-1980-1981-1982-1983-1984-1985-1986-1987-1988-1989-1990-1991-1992-1993-1994-1995-1996-1997-1998-1999-2000-2001-2002-2003-2004-2005-2006-2007-2008-2009-2010-2011-2012-2013-2014-2015-2016-2017-2018-2019-2020-2021-2022-2023-2024-2025-2026-2027-2028-2029-2030-2031-2032-2033-2034-2035-2036-2037-2038-2039-2040-2041-2042-2043-2044-2045-2046-2047-2048-2049-2050-2051-2052-2053-2054-2055-2056-2057-2058-2059-2060-2061-2062-2063-2064-2065-2066-2067-2068-2069-2070-2071-2072-2073-2074-2075-2076-2077-2078-2079-2080-2081-2082-2083-2084-2085-2086-2087-2088-2089-2090-2091-2092-2093-2094-2095-2096-2097-2098-2099-2100-2101-2102-2103-2104-2105-2106-2107-2108-2109-2110-2111-2112-2113-2114-2115-2116-2117-2118-2119-2120-2121-2122-2123-2124-2125-2126-2127-2128-2129-2130-2131-2132-2133-2134-2135-2136-2137-2138-2139-2140-2141-2142-2143-2144-2145-2146-2147-2148-2149-2150-2151-2152-2153-2154-2155-2156-2157-2158-2159-2160-2161-2162-2163-2164-2165-2166-2167-2168-2169-2170-2171-2172-2173-2174-2175-2176-2177-2178-2179-2180-2181-2182-2183-2184-2185-2186-2187-2188-2189-2190-2191-2192-2193-2194-2195-2196-2197-2198-2199-2200-2201-2202-2203-2204-2205-2206-2207-2208-2209-2210-2211-2212-2213-2214-2215-2216-2217-2218-2219-2220-2221-2222-2223-2224-2225-2226-2227-2228-2229-2230

FOOTBALL: POOR RESULTS AND PERSONALITY PROBLEMS ARE CITED AS THE REASONS FOR FIRST MANAGERIAL CASUALTY OF THE NINETIES

Harford pays for decline in success

By Clive White

Ray Harford, in three seasons as coach and then manager, steered Luton Town to their best League placing and three Wembley finals, but the club yesterday, principally because of lack of success during half a season, announced that the separation was an "amicable agreement".

though Harford was known to be angered by remarks made at the weekend by Brian Cole, the chairman, who accused him of lacking charisma.

Cole insisted that neither had Harford, who is 44, resigned nor had he been dismissed. "He and I both agreed that it was the right thing to do for the future of the club," he said. However, before yesterday morning's

meeting with the chairman, Harford had said: "I think they might push me into resigning."

However, later he denied that he had been forced to leave. He said: "Apart from spending £2 million on players, the best way to get a change of fortune is to have a different man at the head. I hope the change gives the lads a bit of the luck I haven't had."

Unloved by Luton he may be, but he will be held in fond regard by bookmakers who had taken large bets on Alex Ferguson, of Manchester United, being the first managerial casualty of the Nineties. Harford reluctantly beat John Gregory, dismissed by Portsmouth, by a matter of hours.

No decision will be taken regarding a successor to

Harford until next week's board meeting, but Terry Mancini, the club coach, will be placed in charge of team matters until then. It could be that Luton will continue with Mancini, who has "all the personality", according to Cole, in a coaching capacity.

Luton are thinking of going Continental and not having a manager, just a coach. Queen's Park Rangers adopted such a system after the dismissal of Trevor Francis as manager. Don Howe is in charge of matters on the field, Clive Berlin, the managing director, is in charge of matters off it.

When Cole succeeded David Evans as chairman five months ago he announced that he would operate a "hands-on" policy. The club deemed it unnecessary to replace John Smith when he

resigned as chief executive in the summer and they may now decide to make a further saving on the wage bill.

In the last few days Cole has expressed sympathy both for the supporters, who have not seen Luton win for 10 games, and Harford, towards whom he thought that the supporters had been "unfair". Harford was fiercely barked by the crowd after the team's 3-0 defeat by Chelsea last Saturday.

But Harford demanded a public apology from Cole for remarks attributed to him at the weekend when he was reported as saying "Ray has never really won the hearts of our fans. He doesn't have the charisma or the ability to relate to the fans in the right way. He's a dour character who doesn't smile very often at the supporters." He also

FA may punish Chelsea for refusing BBC

By Peter Ball

The Football Association has warned Chelsea that they will be in breach of the FA Cup rules and face disciplinary action if they refuse the BBC cameras access to Stamford Bridge for Saturday's third round tie against Crewe Alexandra.

The indications that Chelsea will be punished for refusing the BBC cameras access to Stamford Bridge for Saturday's third round tie against Crewe Alexandra.

The indications that Chelsea will be punished for refusing the BBC cameras access to Stamford Bridge for Saturday's third round tie against Crewe Alexandra.



Giving not a thought to the FA Cup: as the manager of Darlington, Little says he has larger things on his mind than a trip to Cambridge on Saturday

Romance relegated by League reality

By Paul Newman

Almost every manager will tell you that the league is his priority and that the FA Cup is only a sideshow, albeit an enjoyable one. For Brian Little, the manager of Darlington, the Cup is not even a pleasant distraction. He believes his team will go to Cambridge United in the third round on Saturday "not even thinking about the game until the coach draws up outside the ground."

Darlington's solitary aim this year is to regain the place in the fourth division that they lost last summer. It was in the hope of achieving that goal that they decided to follow Lincoln City's financial gamble two seasons earlier of retaining a full-time playing staff in the GM Vauxhall Conference.

The decision paid off for Lincoln, who won promotion to the Football League at the first attempt, and Darlington were so confident of their chances that they seized on a local bookmaker's offer of odds of 14-1 against their making an immediate return to the League. Players and officials stand to win some £70,000 if they take the championship.

For the first two months of the season, the team's progress has been regretting his

romance. It will be four. That puts a lot of pressure on us to win those matches in hand.

"In almost any other circumstances, a third-round FA Cup tie would be very important to us, but we're all very aware of the league situation. After our last game, some of the players were asking if we couldn't quickly rearrange the matches in hand. We've tried to do so but without much luck. The players can see it's not an ideal situation for us and our morale is definitely not as high as it used to be."

Darlington have also been troubled by a series of injuries which has disrupted the settled side of the early weeks of the season. Frank Gray, the former Leeds United player, who is Little's assistant, has been out with a calf injury. Dale Anderson has a back strain and Gary Coatsworth broke a bone in his shoulder in his first game of the season last Saturday.

Gary Gill, a £20,000 signing from Middlesbrough, made his first full appearance on Monday and promptly injured a knee. To add to Little's problems, Les McManis has been suspended and missed Saturday's match.

Darlington last played at Cambridge in May, when a 3-1 victory briefly raised their hopes

of avoiding relegation. However, they were beaten 4-1 by Scunthorpe United four days later sealed their fate. "We have good memories of Cambridge and I am a great admirer of theirs," Little said. "They're a young team with a lot of flair and pace."

The attractive football that Darlington have played under Little has also won many admirers. Their own crowds are up substantially on last year - the best Conference attendance of the season, 4,741, watched the Boxing Day match against Barrow - and they have proved the most attractive draw away from home. Barrow, for example, had a remarkable crowd of 4,244 for the reverse fixture against Darlington on Monday.

"Because we're the former League club and we're still full-time, we're the team everyone wants to beat," Little said. "At Barrow we were clearly the better side, but they had a big crowd behind them and were so pumped up that they fought for absolutely everything and got a draw."

Darlington's single-mindedness is such that Little will not even contemplate failure to win even a single game, although he has personally had to learn to cope with disappointment. His playless days as a stylish forward at Aston Villa were ended at the age of 28 by a knee injury, which also wrecked his England career.

He injured the knee after an impressive 20 minutes as a substitute against Wales at Wembley and was never picked again, despite making a successful return at club level.

His most vivid FA Cup memory is also a painful one. Villa went to West Ham in March 1980 in a quarter-final and lost 1-0 to a controversial penalty. Two days later Villa entertained Wolverhampton Wanderers in a first division fixture and Little, who had already had two cartilage operations, limped off with another knee injury. It proved to be the final blow, for he never played professionally again.

Little went into coaching, but his first job as a League manager, at Wolverhampton Wanderers, lasted only nine weeks. He took over at Darlington last February and was unable to halt the slide towards relegation, but on the evidence of this season his fortunes are on the rise.

"I had a great 1970s at Villa, but had to scramble my way through the Eighties," he said.

Gillespie may return for Liverpool's FA Cup tie

Gary Gillespie, Liverpool's Scottish international defender, has resumed full training after a six-match absence with a hamstring problem and could be back in the squad for Saturday's FA Cup third round visit to Swansea.

Liverpool's main injury concern is Bruce Grobbelaar, the goalkeeper, who picked up a knee injury at Nottingham Forest on Monday but who did some light training yesterday after treatment.

Kevin Sheedy, Everton's Republic of Ireland midfielder, who missed Monday's League win over Luton Town with an ankle injury, managed some light work yesterday and is hopeful of being fit for Saturday's FA Cup tie at Middlesbrough. Trevor Putney

and Mark Brennan, the Middlesbrough midfielder, will be fit for the game. Kevin Sheedy, Everton's Republic of Ireland midfielder, who missed Monday's League win over Luton Town with an ankle injury, managed some light work yesterday and is hopeful of being fit for Saturday's FA Cup tie at Middlesbrough. Trevor Putney

manager, said he had automatically accepted Marriott could not play and had not considered approaching Forest. Mackay seems likely to turn to Darren Collier, but has not ruled out Terry Genroe.

Romero Zondervan, the Ipswich Town captain, has been ruled out of Saturday's FA Cup clash at Leeds through injury.

Brown the solution for Lincoln

Lincoln City yesterday equalled the club's record transfer fee for the third time in three months when they paid Leicester City £60,000 for their reserve defender, Grant Brown, aged 20. Lincoln had been under Brown since he spent three months on loan at Stretton earlier in the season. The division club made their move after letting in eight goals in three games over the holiday period.

Derby County have continued their world-wide search for new talent by taking two Danes on trial. Johnny Hansen, a defender, and Lars Jacobsen, a forward, from Odense, spend 10 days at the Baseball Ground.

Brighton have released the Australian forward, Alister Edwards, aged 21, for a £50,000 transfer was called off when it was discovered the player was suffering from a pelvic condition.

The West Ham United forward, Leroy Rosenior, out of action since September with a knee injury, marked his first comeback outing with the only goal for the reserves at Wimbledon on Tuesday.

Chelsea's Scottish international forward, Gordon Durie, has resumed light training after missing three league games with a badly twisted ankle.

Southampton's England Under-21 international right back, Ray Wallace, is to enter a competition for an exploratory knee operation.

Kerr is dismissed by Boston

George Kerr was dismissed yesterday as manager of Boston United, the GM Vauxhall Conference side.

The former Grimsby Town, Rotherham United and Lincoln City manager joined the club as an adviser in 1987, taking over as manager last season when the club finished third, their highest ever position.

Boston started this season as one of the favourites to win promotion to the fourth division of the Barclays League, but are now third from bottom of the Conference table. Dave Cusack, the former Doncaster Rovers and Rotherham manager, has been appointed caretaker manager.

Manchester United are likely to report Gordon McQueen, the Nottingham Forest manager, to the Football Association for a newspaper article criticising Alex Ferguson, the manager. They are also considering asking the FA to take action against the Nottingham Forest manager, Brian Clough, for remarks he made about the club on television last weekend.

Cliftonville, beaten 1-0 by Glenora in an Irish league match last Saturday, will play the same opponents on two further occasions this month. They meet in the first round of the Bass Irish Cup, at the Oval, on January 20, then they will play each other in the second round of the Budweiser Cup.

WORLD STUDENT GAMES

The Labour-controlled Sheffield City Council has committed itself to the £30 million World Student Games next year, despite a background of financial worry and concern in the city.

The council emphasized its determination by overwhelmingly rejecting criticism from the Conservative and Liberal Democrat groups of organizational problems and of multi-million pound overspending on facilities.

The problems centre on the city's inability to set up a committee to organize the games. The University of Sheffield and the cost of building facilities for important events in the city.

Three senior members of the council are on the six-member committee of the University, the Labour leader, Clive Betts, the Conservative leader, Peter Price, and the Liberal Democrat leader, John Barton. The Liberal

MOTOR RALLYING

A broken driveshaft is the end for Partridge

Dick Partridge, the British driver, and his co-driver, Matt Dickinson, were forced to retire from the Paris to Dakar Rally yesterday after spending 32 hours stranded in the desert in southern Libya (Stephen Slater writes). Their vehicle broke up from a driveshaft and became hopelessly bogged down.

Partridge was declared overdue by organizers and eventually was towed into the town of Ghat before repairs were carried out and they were able to return to Tunisia. However, other British drivers continue to fare better. Andy Cowan has moved into fifth place while Tony Fowkes, the lone motorcycle competitor, is reported to still be in the event on his Honda.

Pierre-Marie Poli, the French motorcyclist, underwent brain surgery yesterday in Marseilles after his evacuation following a crash en route from Tunisia to Dirkou, in Niger. He remained in a deep coma and was in

Second chance to be on the line

By David Powell

For the fourth successive year, places in the London Marathon are available to readers of *The Times*. This year we are teaming up with Unisys Computers to offer 12 places for runners with worthwhile causes to support.

Those among the 76,000 applicants for whom places could not be found in the world's biggest marathon on April 22 will have received letters of rejection in the last few days. Today's announcement offers them another chance to be on the start line.

We are looking for fund-runners who have a particular cause at heart and who are not among the 34,000 in the last London Marathon - assured of their places.

In conjunction with Unisys, which provides the complete computing facilities for the build-up, running and results of the race, we have secured 12 positions on the start line. These will go to the people who convince the judges that their causes are the most worthy of *The Times*/Unisys London Marathon Appeal.

The marathon is to be sponsored for the second year by ADT, which is keen to maintain the fund-raising side of the event as well as provide an attractive elite race. This is the tenth anniversary of the London Marathon and the race director, Chris Brasher, is attempting to see that most of the champions of the decade return.

We welcome applications from runners supporting not



only national and local charities but local projects and individual adventures too. Last year our causes ranged from Dr Barnardo's to Save the Rhino. All causes will be considered.

THE TIMES UNISYS Marathon Appeal

A personal computer system will be presented by Unisys to the top fund-raiser from our 12, to be donated to the cause supported. A crate of champagne will be the runner's personal reward. There will be prizes of a jerrycan of champagne for the second highest fund-raiser and a mug of champagne for the third.

All you have to do is explain, in not more than 200 words, why you and the campaign you support deserve one of *The Times*/Unisys places in the ADT London Marathon. Your letter must also note the full address of your chosen charity, or other beneficiary of your effort, your name, address and day-time telephone number, date of birth, experience of distance running and willingness to run in the marathon.

Letters should be sent to *The Times*/Unisys London Marathon Appeal, Sports Department, *The Times*, Pennington Street, London E1 9XN, to arrive not later than January 13. Entries will be examined by a panel of judges including Tom Clarke, Sports Editor of *The Times*, Martin Seddon, Unisys Director of Company Communications, and David Powell, Athletics Correspondent of *The Times*.

From the entries they will select a short-list of people who will be checked for any suitability of their chosen campaign. When the short-list has been examined, we will publish the names of the 12 winners and their causes. Each will be featured in *The Times*. The judges' decision is final.

SKIING

Kandahar hit by weather for third year

Garmisch-Partenkirchen (Reuters) Men's downhill and slalom races scheduled for West Germany on January 13 and 14 became the latest casualties of the troubled World Cup Alpine skiing season. They are being switched to Schladming, Austria, on January 11 and 12 because of a shortage of snow in Garmisch-Partenkirchen where the downhill was to have been staged.

"There is no chance of getting the Kandahar course ready in time. Weather forecasts for the next few days show no hope of snow," an International Ski Federation official said.

Under FIS statutes, the slalom planned for nearby Bad Wiessee the following day - the second leg of the scheduled combination event - must also be moved. This is the third consecutive year that adverse weather conditions have hit the classic downhill on the Kandahar course in Garmisch.

Only one World Cup downhill, won by the Olympic champion, Pirmin Zurbriggen of Switzerland, has been raced so far, in Val Gardena, Italy.

Alberto Tomba, the double Olympic champion, who is recovering from a broken collarbone, may return to action later this month.

Sheffield committed to event despite quarrels

The Labour-controlled Sheffield City Council has committed itself to the £30 million World Student Games next year, despite a background of financial worry and concern in the city.

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FOR THE RECORD

BASKETBALL	
NATIONAL ASSOCIATION (NBA): Atlanta Hawks 115, Milwaukee Bucks 107; Detroit Pistons 115, Orlando Magic 113; Washington Bullets 110, New Jersey Nets 96; Los Angeles Lakers 107, Minnesota Timberwolves 97; Phoenix Suns 113, New York Knicks 106; Portland Trail Blazers 115, Miami Heat 85.	
FOOTBALL	
PREMIER LEAGUE: First division: Manchester United 2, Tottenham Hotspur 1; Arsenal 2, Liverpool 1; Chelsea 1, Everton 1; Aston Villa 1, Manchester City 1; Newcastle United 1, Sheffield Wednesday 1; Blackburn Rovers 1, Middlesbrough 1; Wimbledon 1, Norwich City 1; Queens Park Rangers 1, Derby County 1; Luton Town 1, Reading 1; Crystal Palace 1, West Ham United 1; Fulham 1, Nottmham Forest 1; Sheffield Wednesday 1, Preston 1.	
SECOND DIVISION: First division: Arsenal 2, Tottenham Hotspur 1; Chelsea 1, Everton 1; Aston Villa 1, Manchester City 1; Newcastle United 1, Sheffield Wednesday 1; Blackburn Rovers 1, Middlesbrough 1; Wimbledon 1, Norwich City 1; Queens Park Rangers 1, Derby County 1; Luton Town 1, Reading 1; Crystal Palace 1, West Ham United 1; Fulham 1, Nottmham Forest 1; Sheffield Wednesday 1, Preston 1.	
HOCKEY	
NATIONAL HOCKEY LEAGUE: Boston Bruins 4, New York Rangers 3; Pittsburgh Penguins 3, Philadelphia Flyers 2; Washington Capitals 3, Detroit Red Wings 2; St. Louis Blues 3, Chicago Blackhawks 2; Dallas Stars 3, San Jose Sharks 2; Colorado Avalanche 3, Vancouver Canucks 2; Calgary Flames 3, Edmonton Oilers 2; Phoenix Coyotes 3, Los Angeles Kings 2; San Diego Stars 3, New Jersey Devils 2; Tampa Bay Lightning 3, Florida Panthers 2; Carolina Hurricanes 3, Atlanta Thrashers 2; Nashville Predators 3, Minnesota Wild 2; St. Pauli 3, Hamburg 2; Frankfurt 3, Cologne 2; Hannover 3, Berlin 2; Berlin 3, Frankfurt 2; Cologne 3, Hannover 2; Hamburg 3, St. Pauli 2.	
CYCLING	
COLOMBE: Six-day men's final: 1. A. Vloeberghs (Bel) and J. Van den Broeck (Bel), 2. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 3. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 4. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 5. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 6. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 7. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 8. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 9. J. Van den Broeck (Bel) and J. Van den Broeck (Bel), 10. J. Van den Broeck (Bel) and J. Van den Broeck (Bel).	
LACROSSE	
HYD: International challenge: England 5, Syracuse University 12.	

